

KOMAL NANDKISHOR SHARMA

Sambhaji Colony N6 Cidco, Aurangabad MH. Contact no. 9373487202

Email Id: komalnsharma90@gmail.com

CARRIER OBJECTIVE:

Dependable retail sales professional with experience in dynamic, high-performance environments. Skilled in high-level customer satisfaction by smoothly resolving customer requests, needs and problems. Reliable sales associate with pulse on latest trends. Highly effective in engaging customers and company staff alike. Successful track record working closely with customers and finding right product to fit needs. To seek and maintain full-time position that offers professional challenges utilizing interpersonal skills, excellent time management and problem-solving skills.

EXPERIENCE:

- Working with **Tata Tanishq**, Aurangabad (**Senior Retail Sales Officer**) Oct-23 till Date
 - a. Proactively engage with customers to promote jewellery products, understand their needs, and effectively communicate product features and benefits to drive sales.
 - b. Build and maintain strong relationships with new and existing customers, providing personalized assistance, product recommendations, and after-sales support to enhance customer satisfaction and loyalty.
 - c. Develop a deep understanding of the jewellery products available, including materials, designs, craftsmanship, and pricing, to confidently answer customer inquiries and make informed recommendations.
 - d. Meet or exceed sales targets and KPIs set by the company, employing effective sales techniques, upselling strategies, and relationship-building tactics to maximize revenue opportunities.
 - e. Assist in maintaining attractive and organized displays of jewellery products, ensuring that they are presented in a visually appealing manner to attract customers and stimulate sales.
 - f. Stay informed about industry trends, competitor offerings, and customer preferences in the jewellery market, providing feedback and insights to management to support strategic decision-making.
 - g. Complete sales transactions accurately and efficiently, process payments, maintain inventory records, and generate sales reports as required.
 - h. Collaborate with colleagues, including sales associates, managers, and other staff members, to foster a positive work environment, share best practices, and contribute to team success.
- Working with **Malabar Group** (Malabar Gold & Diamond Division Aurangabad) As **Junior Sales Executive & CRM Associate**. Aug-19 to Oct-23
 - a. Greeted customers, helped locate merchandise and suggested suitable options.
 - b. Provided dynamic service to customers through active engagement, direct eye contact and well-honed listening skills.
 - c. Completed store opening and closing procedures as per company guidelines.
 - d. Worked with other sales associates to deliver excellent customer service and cut wait times at registers.
 - e. Asked open-ended questions to determine exactly what customers required, available budgets and target recipient for each purchase.
 - f. Performed general maintenance and light cleaning of showroom.
 - g. Displayed merchandise by arranging in appealing ways to boost sales.

- h. Effectively located merchandise across various stores to address customer needs.
- i. Replenished merchandise from inventory during downtime when stock became low.

➤ **Lifestyle International Pvt.Ltd.** (MAX Division Aurangabad) As **CSA** Weston Wear Department. Dec-2017 to Jul-19

QUALIFICATIONS:

Sr. No.	Qualification	University/Board Name	Year Of Passing	Percentage
1.	SSC	Aurangabad Board	2015	42.40%
2.	HSC	Aurangabad Board	2017	61.08%
3.	B.COM	Dr. B.A.M.U. Aurangabad	2020	58.73%
4	TALLY	AURANGABAD	2019	B Grade

PERSONAL DETAILS

- Name - **Komal Nandkishor Sharma**
- Date of birth - 09-11-1998
- Gender - Female
- Nationality - Indian
- Languages known - English, Hindi, and Marathi
- Email Id - komalnsharma90@gmail.com
- Mobile no. - 9373487202, 7767829051

DECLARATION

I hereby declare that the above information is true and complete to the best of my knowledge and belief.

Place:-Aurangabad.

Date: -

Komal Nandkishor Sharma