

Naveed Maskewale

Retail Manager

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Shivaji nagar 2nd cross belgaum
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Summary

Dynamic and results-oriented Retail Manager with a proven track record of driving sales growth, enhancing customer satisfaction, and improving team productivity. Skilled in developing and implementing strategic initiatives that increase revenue and market share. Adept at leading high-performing teams, managing store operations, and fostering relationships with vendors and customers. Possesses strong analytical, problem-solving, and communication skills. Committed to creating an engaging shopping environment through innovative merchandising and exceptional service. Passionate about leveraging industry trends to achieve business goals and exceed performance targets.

Skills

Communication, Creativity, Interpersonal Skills, Customer Service, B2C Sales

Work Experience

Store Operations Manager

Orra Fine Jewelry Pvt Ltd, June 2023 - Present

- Successfully manage the day-to-day operations of the store, including inventory management and customer service
- Implement new sales strategies that have resulted in a 15% increase in monthly sales
- Train and mentor new employees to ensure a high level of customer satisfaction
- Oversee the implementation of new product lines and promotional events

Store Manager

Rosso Brunello Pvt Ltd, March 2022 - January 2023

- Led a team of sales associates to achieve and exceed monthly sales targets
- Implemented a visual merchandising strategy that resulted in a 20% increase in foot traffic
- Streamlined inventory management processes, resulting in a 10% reduction in stock loss
- Developed and executed marketing campaigns to increase brand awareness in the local community

Store Manager

Cover Story Private Limited, July 2019 - March 2022

- Managed five stores simultaneously in Pune, demonstrating exceptional multitasking and time management skills
- Successfully transitioned to Mumbai to set up a new store, overseeing all aspects of the process from recruitment to store layout
- Implemented a new customer loyalty program that resulted in a 25% increase in repeat customers
- Trained and developed a team of sales associates to deliver exceptional customer service and achieve sales targets

Fashion Consultant

Damilano Leather, January 2017 - July 2019

- Promoted to shift incharge within one year, demonstrating strong leadership and performance
- Provided personalized styling advice to customers, resulting in a 15% increase in average transaction value
- Assisted in the development and implementation of new product lines, contributing to company growth
- Maintained a high level of product knowledge and customer service, resulting in positive customer feedback and increased sales

Education

Diploma in Retail Management and Aviation

Unnamed Institution, 2015-04-01 to 2017-01-01

- Successfully completed advanced courses in customer service and sales techniques
- Received recognition for outstanding performance in aviation industry simulations
- Developed strong leadership skills through group projects and team management
- Achieved top grades in retail management principles and practices

Commerce

People Tree Education Society, 2014-04-01 to 2016-04-01

- Excelled in financial accounting and business management modules
- Actively participated in organizing and managing fundraising events for the college
- Demonstrated strong analytical and problem-solving skills in various case studies and projects
- Received positive feedback from professors for exceptional communication and presentation skills

Hobbies

Music, Hiking, Traveling