

## **Prathmesh Vijay Boralkar**

Jewelry Sales Specialist | 10+ Years of Experience

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### **Personal Details**

Date of Birth: 15 August 1994

Marital Status: Married

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### **Professional Summary**

Results-driven Jewelry Sales Specialist with over 10 years of experience in luxury retail environments. Adept at delivering outstanding customer service, managing high-value inventory, and consistently surpassing sales targets. Proven leader with a passion for building client trust and guiding teams toward peak performance in dynamic retail settings.

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### **Professional Experience**

#### **Senior Jewelry Consultant**

*Indriya – Aditya Birla Jewelry | Jul 2024 – Present*

- Spearheaded branch sales efforts, surpassing monthly targets by 15% on average
- Conducted rigorous inventory audits and ensured premium product quality
- Mentored and trained junior staff, leading to a 20% improvement in team efficiency

#### **Retail Sales Officer**

*Tanishq – Titan Company Ltd. | Oct 2023 – May 2024*

- Coordinated with team members to meet and exceed daily sales goals
- Delivered exceptional customer experience, leading to repeat client visits
- Played a key role in improving in-store operational processes

#### **Executive - Sales & Service**

*Malabar Gold & Diamonds | Jul 2021 – Jul 2023*

- Developed strong client relationships, contributing to steady revenue growth
- Provided in-depth product consultations, increasing high-ticket sales conversions
- Assisted in optimizing showroom merchandising and presentation

## **Sales Executive**

*Ahilya Gold, Mohol | Dec 2017 – Oct 2020*

- • Handled store operations including inventory checks, billing, and front-end sales
- • Maintained organized purchase records and provided responsive customer support

## **Sales Executive**

*P.N. Gadgil & Sons Ltd., Solapur | Aug 2013 – Nov 2017*

- • Managed counter sales and inventory tracking
- • Strengthened customer loyalty through personalized service and product recommendations

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## **Education**

Bachelor of Commerce (B. Com) – YCMOU, Nashik | 2019

HSC – Pune Board | 2015

SSC – Pune Board | 2010

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## **Core Skills**

- • Customer Relationship Management
- • Jewelry Product Expertise
- • Sales Target Achievement
- • Inventory & Stock Control
- • Team Leadership & Mentoring
- • Quality Assurance

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## **Languages**

English | Marathi | Hindi

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Regards,

Prathmesh Boralkar

