

## **PURSHOTTAM RAMCHANDANI**

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**A well-experienced professional with total 15 years of Fine Gold and Diamond Jewellery, Mid Ranged and High-End Watch Brands and Luxury Accessories experience. To secure a responsible career opportunity to fully utilize my kills, while making a significant contribution to the success of the company.**

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### **Objective:**

**To associate with the progressive organization that gives me scope to update my knowledge & skills according to the latest trends & be a part of the team that dynamically works towards the growth of the organization & satisfaction thereof.**

**Skilled in Sales Strategy Development, Inventory Management, Retail Operations, Good Communication, Positive Attitude, Detail Oriented & Team Leadership.**

### **Work Experience :**

**Satguru Sparkles Bund Garden Road Pune (From Dec 2023 to Present)**

**Domain : Fine Diamond & Silver Jewellery**

**Designation : Store Manager**

### **Role :**

- Supervising and training employees
- Solving customer complaints
- Closing the sale.
- Budgeting
- Maintaining inventories
- Updating records, and implementing sales and marketing campaigns
- Managing the daily activities and operations of the store which includes the planning out of the work assignments and work schedules of the employees, checking the assigned duties of employees. Direct the store personnel to their specified merchandise and conduct employee performance reviews.
- Handling store's accounts (Petty Cash & Sale Cash), inward & outward stock data entry. Also taking order of jewelry from customers & follow up of the same with the HO.
- Evaluating the supply and availability of stock; implementing measures to avoid stock damage and theft, monitoring displays, and product defects.

**Diamonds International, Castries, St. Lucia (From Dec 2015 to March 2020)**

**Domain: Fine Jewelry & Watch Brands**

**Designation : Sales Manager**

**Role :**

- To oversee daily operations of the store.
- Manage and lead a team of sales associates.
- Develop and implement sales strategies to achieve sales targets.
- Ensure excellent customer service and build customer loyalty.
- Monitor and manage inventory levels and stock replenishment.
- Train and mentor sales staff on product knowledge and sales techniques.
- Analyze sales metrics and prepare sales reports.
- Handle customer inquiries and resolve complaints efficiently.
- Stay updated on market trends and competitor activities.

**Swarovski - Pune, MH (From Sep 2014 to Nov 2015)**

**Domain : Crystal Jewelry, Figurines, Watches and Luxury Accessories**

**Designation : Senior Sales Advisor**

**TBZ The Original LTD Pune, MH (From April 2013 to August 2014)**

**Domain : Gold & Diamond Jewellery**

**Designation : Sr. Customer Support Associate**

**Joe's Jewelry International, Netherlands Antilles Dutch West Indies (From November 2006 to Feb 2013)**

**Domain : Fine Jewelry & Watch Brands**

**Designation : Sales Associate**

**Personal Details :**

Qualification : 10<sup>th</sup> S.S.C from Maharashtra Board

Date of Birth : 9<sup>th</sup> September 1983

Marital Status : Married

Languages known : English, Hindi & Marathi

Mailing Address : Flat No 5 Sreemangal Building, 437 New Mangalwar Peth,  
Pune - 411011

**Purshottam Mohan Ramchandani**