

RESUME

VAIBHAV SANJAY SADAVARTE

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Career Objective: -

A tenacious and committed sales professional with a 7+ years' verifiable track record of driving results by consistently achieving and exceeding sales targets. I want to work in a challenging environment that offers me opportunity to see my skills, innovation & learn on continuous basis along with Growth, based on performance. I feel my strong points are complete sense of integrity, believe in persistence, smart work &, a "Do It, now! With your full honesty." attitude.

Academic Qualification: -

- Graduation **B.B.A (Retail Management)** Pursuing Under D. Y. Patil University.

Highlights:

- Practical knowledge of sales-enhancing tactics and procedures.
- Capable of maintaining an impressive presentation of jewelry on the floor.
- Skilled in using different software for bill generation and forwarding.
- Well versed in keeping updated knowledge base regarding product specifications and pricing.
- Exceptional convincing power.

Professional Skills: -

Strong Verbal Communication, Self-motivated, Extreme Organization and Multitasking Ability, Experienced Team Leader, Conflict Resolution, Attention to Detail, Establishes Quick Rapport with Customers, Extremely Dedicated.

Career Highlights: -

Organization	Designation	Duration
Orra Fine Jewellery Pvt. Ltd	<u>Store Manager</u>	Feb 2024 – Till Date
P.N. Gadgil Jewellers Ltd.	<u>Branch Manager</u>	Aug 2022 – Feb 2024
Khandelwal Jewellers (Akola) Pvt. Ltd	<u>Sales Manager</u>	May 2022 – July 2022
Ashok Jade & Sons Rajureshwar Jewellers, Chikhli.	<u>Sales Manager</u>	Dec 2019 – May2022
Rajureshwar Jewellers, Sakharkherda.	<u>Salesman</u>	January 2015 – December 2018

➤ **Job Responsibilities: -**

- Customer assistance
- POS operations
- Merchandise presentation
- Order documentation
- Inventory maintenance
- Credit transaction processing
- Inform customers about upcoming designs, products, and features.
- Respond to customer queries regarding products.
- Assist clients in jewelry selection by understanding and anticipating their requirements.
- Provided assistance and information needed by the clients in making the right choice.
- Received payments and updated stock and sales inventory regularly.
- Performed minor repairs and cleaning of jewelry items.

➤ **Selected Accomplishments**

- Enhanced the company's sales by 20% through the utilization of unique salesman skills and referral client base development.
- Initiated a client membership system and maintained effective PR with the clients while keeping their data updated.
- Implemented new standards of VIP client protocols by sending thank you notes and congratulatory messages on special occasions
- Executed a well-planned renovation at the store aimed at optimizing merchandise presentation
- Increased customer loyalty by 40% through the maintenance of effective communication with prospective clients

❖ **Personal Details: -**

Name	: -	Vaibhav Sanjay Sadavarte
Father Name	: -	Sanjay Sadavarte
Nationality	: -	Indian
Date of Birth	: -	28 th July 1998
Permanent Add.	: -	Vill. - Jagdari, Post: Shendurjan, Dist.: Buldhana 443202(M.H.)
Gender	: -	Male
Marital Status	: -	Unmarried
Language Knowledge: -		English, Hindi & Marathi

I certify that the above information is correct and complete to the best of my knowledge and belief.

Place : - Pune

Date : - 20/05/2024

(Vaibhav Sadavarte)