

Manisha Misal

Manager in retail sales

Contact

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Education

BA in Arts
Pune University
Diploma in Fashion
Designing, Manilal Nanavati
Fashion Institute, Pune

Objective

With over 14 years of experience in sales domain, I have gained extensive knowledge and expertise in sales, marketing and CRM. I am looking for a challenging and rewarding role in an esteemed organization, where I can utilize my leadership, problem-solving, and communication skills to lead sales and marketing teams in creating value for the organization giving an edge to the organization over competition.

Experience

February 2025 – Till Date

Floor Manager | PNG Jewellers, Chinchwad, Pune.

August 2020 – January 2025

Home-maker

November 2008 – August 2020

Floor In-charge | Tanishq Jewellers, Pimpri, Pune.

March 2006 – March 2008

Assistant Fashion Designer | Benzher, Nucleus Mall, Pune

Overseeing the sales & floor activities for Chinchwad store of PNG Jewellers. With the KPI metrics on up-selling & cross-selling of variety of products. Daily inventory management of products. Daily sales report review with management. Selection of designs of merchandise that would achieve the geographical & cultural sales target.

Core Competence

- Expertise in maintaining customer relationship by implementing different strategies of digital CRM, personalized calling & visit customer on special occasions.
- Expertise in mapping the spending capacity of the customer, expanding their spending capacity to increase the sales value.
- Knowledge of geographical & cultural need of design which can change the customer perception about the organization.
- Ability to lead and manage teams, coordinate with stakeholders, and communicate effectively with clients.

Roles and Responsibility – Skill set

- Lead the floor activities by directing & guiding a team of highly experienced & motivated sales executives.
- Review daily sales report with management & prepare action plan for risk mitigation.
- Lead and manage teams to achieve sales target by applying different strategies of sales.
- Collaborate with customers & manage relationships with different customers & encourage sales to achieve sales target.
- Review of new designs and suggestions for changes or enhancement if required in the design.
- Achieve personal monthly sales target in accordance to company sales target.
- Responsible for inventory management of merchandise on daily basis.
- Achieve monthly organizational sales target to create value for the organization.
- Approve & maintain grooming standards of the team as per organizational policies.

Accomplishments

- Awarded as best employee of the year from Tanishq - Pune region in the year 2011, 2012, 2015 & 2017
- Awarded as Best team of year 2019 from Tanishq – Pune region for highest sales in all categories.
- Employee of the month for consecutive 3 months in the year 2012, 2015 & 2018.

Personal Information

- Name – Manisha Nikhil Misal
- Marital Status – Married
- Nationality – Indian
- Date of Birth – 11th May 1985

Declaration

I hereby declare that above mentioned information is correct up to my knowledge and I bear the responsibility for correctness of above-mentioned particulars.

Date -

Location - Pune

(Manisha Misal)