**Rishikesh Ramesh Kale**

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**Career Objective**

Objective to work in an organization which provides opportunities for growth, learning and scope for the implementation of my skills and hence give my best to the organization. I am looking for Assignments in Sales & Marketing/Business Development/Distribution Management/ Channel Sales/Corporate Sales.

**Work Experience**

**Titan Tanishq Jewellery, Borivali LFS(Mumbai). As Retail Sales Officer for past 4yrs (Feb 2013 -Jan 2017). Along with it, completed my PGDM of Marketing, Welingkar Institute, Dadar, Mumbai.**

**Maruti Suzuki NEXA Cars, Kandivali West. As Relationship Manager for 7 months (May 2017 – December 2017).**

**Honda Cars, Borivali East, As Sales Associate for 7months (Jan 2018 – July 2018)**

**Pure Gold Jewellery, Salmiya. As Retail Sales Associate for past 2yrs**.

**Orra Fine Jewellery, Bandra Flagship Store, Infiniti Mall, Inorbit Mall, Vasai Flagship Store & Borivali Flagship Store(Mumbai). As Deputy Floor Manager for 3.1yrs (December 2020 – January 2024)**

**Executive Summary**

* PGDM in Marketing with 4 years of experience in Corporate Jewellery Sales.
* Handled Walk-in customers.
* Opened monthly saving plans (Golden Harvest Scheme), for future Sales. Along with it, maintained data of customers, calling, Gift distribution & invitations through home visits and activity etc.
* Meet the Sales and other expectation of the Company. Sales target achieved above 1-2yrs avg. annually.
* Awarded as Best Sales person for the month.
* Highest Sales in month of February in store.

**Personal Competencies**

* Computer skills, Internet skills, Hardworking skills, Team Handling Skills, Communication Skills, Presentation Skills, Sales Skills (Pre-Present & Post), Marketing Skills, etc.

**Organization Details**

**Company Name:** **Titan** **Tanishq**  
Titan Tanishq is the Indian Jewellery Company Operating all over India. Is the number one brand in Corporate Jewellery in India

**Designation:** Retail Sales Officer  
**Job Responsibilities:**

* Attend Walk-in Customers and covert them to purchase.
* Maintain Data of customer both purchaser and non-purchaser. Also, Sales Data.
* Convert Customer to Open Monthly Saving Plan (Golden Harvest Scheme).
* Do activity, Gift & invitation for customers to generate more Walk in.
* Provide order service, gold checking & valuation service, after Sales service.
* Also, have knowledge about Poss. operations, stock custodian, stock indemnity, cashiering etc.

**Company Name:** **Maruti Suzuki Nexa Premium Cars**  
Maruti Suzuki Nexa Premium Cars is Automobile Industry operating all over India. It Premium class brand from Maruti Suzuki

**Designation:** Relationship Manager  
**Job Responsibilities:**

* Attending showroom walk-in for Car Sales.
* Generating customers for sales through Events, cold-lost-deferred data calling.
* Maintain customer prospect data for conversion, present status regarding car allotment, delivery.
* Do visits also Home visit.
* Give Test drive at showroom. If required at customer’s place.
* Convert Inbound calling to sales.
* Do process of filling-up booking form with customer govt. id. Co-ordinate with back office staff for allotment, payment, Insurance, Extended Warranty, RTO process, Delivery and completion of documentation and Deliver the car. Being Single Point of Contact.

**Company Name:** **Honda Cars Pvt Ltd**.  
Honda Cars Pvt Ltd. is Automobile Industry operating all over India. It Upper Class brand from Honda.

**Designation:** Sales Consultant

**Job Responsibilities:**

* Attending showroom walk-in for Car Sales.
* Generating customers for sales through Events, cold-lost-deferred data calling.
* Maintain customer prospect data for conversion, present status regarding car allotment, delivery.
* Give Test drive at showroom. If required at customer’s place.
* Convert Inbound calling to sales.
* Do process of filling-up booking form with customer govt. id. Co-ordinate with back-office staff for allotment, payment, Insurance, Extended Warranty, RTO process, Fast tag, RSA, Delivery and completion of documentation and deliver the car.

**Company Name:** **Pure Gold Jewellery Company, Kuwait**

Pure Gold Jewellery is one of the leading Gold and Diamond Company in Gulf.

**Designation:** Sales Associate

**Job Responsibilities:**

* Attend Walk-in Customers and covert them to purchase. Also, Cashier.
* Maintain Data of customer both purchaser and non-purchaser. Also, Sales Data.
* Daily Stock Maintenance.
* Maintain Inventory for Jewellery and packaging material
* Provide gold & diamond checking service, after Sales service.

Also, have knowledge about Poss. operations, stock custodian, stock indemnity, etc.

**Company Name:** **Orra Fine Jewellery**  
Orra Fine Jewellery is the Indian Jewellery Company Operating all over India. Is the Rosy Blue Manufacturers’ outlet in retail Jewellery form in India

**Designation:** Deputy Floor Manager  
**Job Responsibilities :**

* Handle store&staff, make them achieve sales and monthly saving plan targets on regular basis. Provide them update of new offers and new collection arrivals.
* Look into staff daily, weekly and monthly requirement and updates.
* Attend Walk-in Customers and covert them to purchase.
* Maintain stock inventory and Data.
* Maintain Data of customer both purchaser and non-purchaser. Also, Sales Data.
* Convert Customer to Open Monthly Saving Plan (GIS/IIS Scheme).
* Do activity, Gift & invitation for customers to generate more Walk in.
* Provide order service, gold checking & valuation service, after Sales service.
* Also, have knowledge about Poss. operations, stock custodian, stock indemnity, cashiering etc.
* Do outdoor Event & Exhibition for generating Sales & Enquiries.
* Do Customer Visit at residence and display Jewellery and do Sales.
* Celebrate Birthday/Anniversary/Spouse at customers residence, and try to generate sales and monthly saving schemes.

**Achievements**

* Meet Company target Achievements Sale vise.
* Carat of the month (Sales person of the month).
* Positive Feedbacks from Customers through Visitor book.

**Educational Qualifications**

* PGDM in Marketing from Welingkar Institute, Dadar, Mumbai, 2016
* 1st Class B. Com from University of Mumbai, Rizvi College, Bandra,2012

**Activities of Interest**

* Reading Newspaper, surfing on the Internet, Playing Video Games, watching movies, listening to Music, sports like cricket, football etc.

**Personal details**

**Date of birth:** 24th May, 1991.

**Languages known:** English, Arabic, Hindi, Marathi.

**Address:** C/716 Raj Tarang 1, S V Cross Road, Rawalpada, Dahisar East, Mumbai – 400 068, India.

**PLACE: Mumbai, India**

**DATE:**