

CURRICULAM VIATE

Weenodth M

Patil CHinappa Garudadri Adobe

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Dhwaraka Nagar,

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Bangalore 560085

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Career Objective

To maximize operating profit by exceeding expectations and delivering standards in all aspects of business.

I am interested in working in a learning and creative atmosphere. It should also give me responsibility and opportunity to make a difference, as I believe challenges make me to deliver my best. My greatest asset is my sincerity, hard work and honesty, which help in tackling the challenges to a meaningful conclusion.

Present

AVR Swarnamahal Jewellers – Branch Manager – Jayanagar Branch

Responsibilities –

Profit generation & achievement of targets.

Develop business strategies to raise customer's pool.

Optimize profitably and store traffic.

Meet sales goal through Training, Motivating, mentoring and providing feedback to the sales team.

Ensure high levels of customer satisfaction through customer delight.

Report on buying trends and customer needs.

Complete store administration and compliance with policies and procedures.

Knowledge of stock available and raise indents.

Maintain visual merchandising as prescribed & ensure maximum visibility.

Responsible for all assets of the branch.

Responsible for E Commerce sales and customer service of the branch.

Conduct performance appraisals to assess training needs and build career development.

Deal with all issues that arise from staff or customers (Complaints and grievances)

Generating MIS reports.

Reporting to the Area Manager & General Manager

Skills – Problem solving and negotiation, Inventory management mix, visual merchandising, Leadership, Organisational skills, networking, computer competences, analytical thinking.

Academia

Master in Business Administration (MBA- MARKETING), Pondicherry University, Pondicherry, India.

Bachelor Degree in Business Administration, (BBA), Annamalai University, Annamalai Nagar, Chidambaram, India.

Growth Path

Oct 29th 2020 to May 7th 2022 at AVR Swarnamahal Jewellery PVT Limited – Branch Manager – jayanagar Branch

Sept 16th 2019 to till Sept 30th at Thomas Memorial English School – Director of Academics- Nelamangala, Bangalore

March 28th 2019 till Sept 10th at Aakash Educational Services Limited as Assistant Branch Manager Operations – Bangalore Bannerghatta branch.

March 2012 – January 2019 Branch Manager - Vummidi Bangaru Jewellers – jayanagar, Bangalore

January 2011 – March 2012 Manager operations (EBO – TN, Karnataka & Andhra Pradesh) – Derby Jeans Community- Chennai

September 2009 – January 2011 – Manager operations & Purchase (Tamil Nadu) – Naihaa Group of Companies

July 2008 – August 2009 – Area Manager (Karnataka & Goa) – Style Spa Furniture

Feb 2005 – June 2008 – Retail Store Manager - khazana Jewellery- Chennai

Oct 2003 – Feb 2005 – Manager Marketing - Shree Temple of Gold – Chennai

Experience

Thomas Memorial English School & Emmanuel Public School – Director of Academics – Nelamangala Bangalore & Chamaraj Nagar, Karnataka.

Responsibilities - Responsible for education quality and teaching delivery

Supervise, develop and evaluate all departments, faculty and librarian. Guide the educational managers in hiring and developing faculty and staff members.

Continually improve the faculty and educational staff orientation, training and development activities to promote a culture for learning.

Responsible for all marketing activities.

Responsible for website development and updating in school website.

Responsible for fee collection and handling all parent quires.

Skills – Leadership, Organisational skills, networking, computer competences, analytical thinking.

Aakash Educational Services Limited – Assistant Branch Manager Operation – Bannerghatta Bangalore.

Responsibilities

Responsible for ensuring customer satisfaction (Students and Parents)

Ensure proper communication and relationship with all the students and parents for entire course duration

Monitoring and ensuring proper collection of revenue and reduced branch expenses

Ensure compliance with laws and regulations as applicable

Handling any type of Parent enquiry & student enquires or complaints

Ensure general cleanliness and safety of all buildings are maintained to acceptable standards

Skills - Supervise staff and manage operational functions at all times, Strong ability to plan and manage multiple projects, Effectively manage conflict and competing priorities, Work independently, problem solve, analysis issues and create action plans, Decision making skills, Strong computer proficiency, including competency with Ms Office, Enthusiastic, proactive, flexible and constructive approach, Ability to work and engage at all levels within the organization.

Vummidi Bangaru Jewellers– Branch Manager – Bangalore.

Growth Path

Floor Manager

Showroom Manager

Branch Manager

Responsibilities

Profit generation & achievement of targets.

Develop business strategies to raise customer's pool.

Optimize profitably and store traffic.

Meet sales goal through Training, Motivating, mentoring and providing feedback to the sales team.

Ensure high levels of customer satisfaction through customer delight.

Report on buying trends and customer needs.

Complete store administration and compliance with policies and procedures.

Knowledge of stock available and raise indents.

Maintain visual merchandising as prescribed & ensure maximum visibility.

Responsible for all assets of the branch.

Responsible for E Commerce sales and customer service of the branch.

Conduct performance appraisals to assess training needs and build career development.

Deal with all issues that arise from staff or customers (Complaints and grievances)

Generating MIS reports.

Reporting to the Director.

Skills – Problem solving and negotiation, Inventory management mix, visual merchandising.

Derby Jeans Community – EBO Manager – TN

Responsibilities

Profit – Break even at stores / Margin earned in departmental budgets / Net profit for territory.

Achievement of sales targets

Inventory control

Conduct SWOT review to analyse the customer profile.

Generating MIS reports

Reporting to the Director.

Responsibilities at NH Group – (Cosmetics, Stationery, Baby care & Lingerie) – Head Operations & Purchase.

Growth Path

Area Manager of Naihaa

Head Operations of Stationery, NH Group

Head Operations – Cosmetics, Stationery, Baby care & Lingerie, NH Group

Responsibilities

Profit generation & achievement of targets

Responsible for Sale, Inventory, Pricing, Promotions, Manpower & layout of the store.

Responsible for skill development of staff through regular training

Generating MIS reports

Reporting to the President.

Style Spa Furniture – Area Manager – Karnataka & Goa.

Responsibilities

Handling the entire regions of Karnataka and Goa (12 Company Owned Showrooms and 2 Franchise Showrooms).

Ensuring that the Systems & Processes prescribed for Unit Operations are meticulously carried out to ensure high level of Customer Satisfaction & Reliability

Ensure Service Standards, Ambiance and Visual Presentation

Identify, develop and execute the marketing and branding strategy to improve market share and reach

Responsible for recruitment, stock and warehousing.

Liaison with the Central Merchandisers regarding merchandise Issues

Back End Operations – Stock Audit, Collection, Feedback & Generate MIS Reports and report to South zone Head.

Khazana Jewellery – Showroom manager -Mangalore

Growth Path

Floor Manager

Showroom Manager

Responsibilities

Heading Sales & Customer Relation function

Responsible for Department sales and achievement of Budgeted Top line targets

Responsible for providing attentive Customer friendly service with a high key sales approach and maximum Customer delight

Responsible – Man management, Visual presentation, Inventory & Competitor Analysis.

Generate MIS Reports – Customer Database & Feedback, Manpower schedule & appraisals, Target vs Achievements, Inventory Analysis & Competitor Analysis

Reporting to Regional Head

Shree Temple Of Gold – Marketing Manager - Chennai

Growth Path

Floor manager

Marketing Manager

Responsibilities

Handling All Promotional Activities – Print & Electronic Media, In house and outdoor campaigns

Competitor Analysis

Handling Exhibitions & Fashion shows

Brand promotions – Tie ups with major banks & other institutions

Generate MIS Reports – Output of Advertisement, Monthly and Yearly budgets, Customer feedback, Gold Savings Scheme

ACHIVEMENTS

First School to launch National Level Science talent Search Exam in Nelamangala for the academic year 19-20.

Effectively completed merchandising mix, Planaogram and lay out designing to launch Naihaa stores (Coimbatore and Trichy) & for Derby Jeans Community (Coimbatore, Pondy, Pune, Patna, Ranchi, Bhopal & Bangalore).

Design & drafted Retail Operations manual at Derby Jeans Community

AWARDS

Vummidi Bangaru Jewellers - Associate Appreciation award for outstanding performance for the year 2017-18.

AVR Swarnamaha Jewellersl – For outstanding performance for Rate items 2021-2022

Personal Information

Wife - Suhasini
Father's name - Shri. Muralikrishna
Mother's Name - Shri. Suneetha
Date of Birth - 21.11.1972
Gender - Male
Marital Status - Married
Nationality - Indian
Native - Chennai
Languages known - English, Hindi, Kannada, Tamil, Telugu

I seek a challenging career with an organization, where I can capitalize on my creativity and innovativeness, and hence have submitted my resume for your kind perusal. I shall be grateful if you provide me an opportunity to serve your organization with my personnel and professional skill .

Thanking you

Yours sincerely

Date:

Place: Banshankari 3rd Stage

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