

SAGAR JOSHI

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Managerial level assignments in the fields of Retail Operations, with focus on Market & Revenue Expansion in a leading organisation of repute.

PROFESSIONAL SYNOPSIS

- An astute & result oriented professional with 8.5 years experience of extensive techno commercial experience in Retail store operations, inventory/vendor management, business development & relationship management with profit accountability.
- **Presently associated with HONEY MONEY TOP as a Asst. Store Manager.**
- Exposure in managing entire operations with key focus on top line & bottom line profitability by ensuring optimal utilization of resources.
- Proficient in establishing policies and procedures for streamlining the activities of Stores Department with expertise in Material Planning, Techno-Commercial Negotiations, Scheduling and Procurement of equipments and materials.
- Proficient in managing inventory management functions involving procurement, logistics, warehouse administration, inventory control, MIS.
- Effective communicator with analytical, problem solving & organizational abilities.

AREAS OF EXPERTISE

Functional

- | | |
|--------------------------|--------------------------|
| - Business Development | - Retail Store Operation |
| - Cash Management | - Market Intelligence |
| - Key Account Management | - Channel Management |
| - Strategic Planing | - Budgeting |
| - Forecasting | |

Commercial

- | | |
|-----------------------------|------------------------|
| - Inventory Management | - Distribution/ SCM |
| - Compliance/ Documentation | - Visual Merchandising |
| - Brand Management | - MIS |
| - Team Management | - Customer Service |

CAREER HIGHLIGHTS

Nov'16-Till date with HONEY MONEY TOP as a Asst. Store Manager.

- Handling the entire Store
- Resolving customer's queries; supervising back office operations on daily basis thus adhering the processes.
- Handling team of 40 People.
- Development of Catchments Area.
- Maintaining good customer Services.
- Looking after proper Home-Delivery Section.
- Bringing new customer's for boosting Sale and Home Deliveries.
- Maintaining Old Customers.
- Build a proper Customer relationship.
- Motivate people for achieving the goal.

- Generated profit for the Store.
- Carrying responsibility of target achievement by driving revenue growth as well as sales volume.
- Analyzing the target vs. achievement.
- Acknowledge of all Customers need & Follow up.
- Merchandise management (Stock Analysis and Visual merchandise).
- Following company procedures and processes to maintain security of stock, customer records and cash handling.

Dec'15-Oct'16 with Easyday (A unit of Future Group) as a Store Manager.

- Handling the entire Store
- Launching of new store.
- Handling team of 12 People.
- Planning of maintain scheme and offers for the Store.
- Development of Catchments Area.
- Maintaining the **M.B.Q.**
- Motivate people for achieving the goal.
- Generated profit for the Store.
- Carrying responsibility of target achievement by driving revenue growth as well as sales volume.
- Analyzing the target vs. achievement.
- Acknowledge of all Customers need & Follow up.
- Merchandise management (Stock Analysis and Visual merchandise).
- Following company procedures and processes to maintain security of stock, customer records and cash handling.
- Recruitment of staff on timely basis, keeping the attrition rate low.

July'13-Feb'15 with Vishal Mega Mart as a Department Manager, Non Apparel (Retail Operation, Compact Hyper Market)

- Overseeing the Receiving Department activities comprising receiving of entire stocks that comes through the Dc & Dsd.
- Resolving customer's queries; supervising back office operations on daily basis thus adhering the processes.
- Maintaining work on all the concerned Vishal Mega Mart Reports.
- Putting and monitoring international standard techniques in sales and marketing through effective customer interface, accurate gauging of customer requirements and demand trends and high impact salesmanship and marketing strategies.
- Planning of the merchandise for the store keeping in mind the Gross Margins and latest trends.
- Looking after the store's internal and external marketing include vendor development printing leaflets & other offers time to time.
- Ensuring the proper delivery of the selected during purchasing by the category for the seasons autumn winter/spring summer range.
- Regular review of Business and workout strategies on week basis to increase Cash memo size and quantities and improve Stock turns
- Coordinate with marketing for implementation of marketing strategies and space management analyze, space allocation category and subcategory wise with respect to the sales generated, stock capacity and seasons.
- Plan and ensure implementation of visual merchandising strategies to communicate the desired image and product story and facilitate sales of merchandise.
- Implementing loss and prevention procedures to minimal shrinkages.
- Provide accurate and timely information & figures pertaining to sales and industry in the store for sales forecasting, budgeting, planning and competitive analysis.
- Observing and collecting information about competitor's strategies and plan as well as analyzing the same to obtain crucial inputs for the company's strategic planning process.
- Have to ensure proper delivery of knowledge management system to all the associates/new joiners.

August'10-May 13 with Fair Price (A unit of Future Group) as a Asst. Store Manager.

- Planning of scheme for the Store.
- Development of Catchments. Area
- Motivate people for achieving the goal.
- Generated profit for the Outlet

- Handling the Outlet Cash or Impress Money.
- Analyzing the target vs. achievement.
- Acknowledge of all Customers need & Follow up.
- Merchandise management (Stock Analysis and Visual merchandise).
- Doing Cashiering and tag Inventory on regular basis.
- Feedback of the customer to the Cluster manager.
- Making qualitative analysis reports.

Agust'08-August'10 Indian Habitat Centre as a Team Leader .

- Maintaining entire store from opening to closing.
- Cash handling.
- Handling team of 10 People.
- Doing Area Profiling and Consumer survey
- Development of Catchments. Area
- Motivate people for achieving the goal.
- Giving Strong Customer service
- Maintaining Daily sales report (DSR).
- Maintaining compressor log books and Temperature log book.
- Responsible for cash deposit into the bank.
- Maintaining cleanliness at the entire floor
- Making roaster for the month and shift

ACADEMIC CREDENTIALS

- Master of Business Administration (International Business) from IMT Gaziabad,UP
- Bachelor of Administration (BBA) from CCS University ,,

IT CREDENTIALS: Well versed with Ms-Office Tools.

PERSONAL DETAILS

Date of Birth : 16th Feb 1987
 Address : 45,Vijay Block , Laxmi Nagar
 New Delhi-110092