

KARAN MAIR

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PROFESSIONAL SUMMARY

Efficient and energetic Retail Manager with 5+ years of experience in Retail sector with recently graduated from MBA(Sales & Marketing). Superior communication and time management skills. Adept at working with a variety of people, resolving conflict, and problem-solving.

OBJECTIVE

Looking for a potentially challenging and rewarding career with a reputed organization. To obtain a meaningful and challenging position in a professional organization that enables me to learn and apply my learning and experiences and allows for both personal and organizational growth.

EMPLOYMENT HISTORY

May'19 – Oct'20

Store Manager, Global Premium Lifestyle Pvt Ltd

Store:- Global Gadgets, Khan Market

- Conduct regular meetings with the team to review sales & to motivate them to generate maximum sale.
- Resolve customer complaints regarding sales and service.
- Review invoices, work orders, consumption reports, or demand forecasts to estimate peak delivery periods and to issue work assignments.
- Prepare budgets and approve budget expenditures.
- Receive payment by cash, cheque, credit cards, or online payment and issue receipts, refunds, credits to customers.
- Assist customers by providing information and resolving their complaints.
- Determine price schedules and discount rates.
- Plan commercial displays to attract customers.
- Develop ideas or plans for merchandise displays or window decorations.
- Conduct regular training with the team to enhance product knowledge.
- Manage online sales including Website & Amazon.

Aug'16 – Apr'19

Samsung Experience Consultant, Samsung Mobiles

Store:- Samsung Store, Saket & Reliance Digital, Dwarka & Vasant Kunj

- Greet customers entering establishments.
- Assist customers by providing information on the new product.
- Answer customer's queries for products.
- Keep areas neat while working and return items to correct locations following demonstrations.
- Suggest specific product purchases to meet customers' needs.

Mar'16 – Jul'16

In-Store Demonstrator, HTC Mobiles

Store:- Go Mobile, Nehru Place

- Demonstrate or explain products to persuade customers to purchase products.
- Keep areas neat while working and return items to correct locations following demonstrations.
- Set up and arrange displays or demonstration areas to attract the attention of prospective customers.

Mar'15 – Feb'16

Sales Consultant, Microsoft Mobiles

Store:- Multi-brand General Trade Stores

- Sell products being promoted and keep records of sales.
- Set up and arrange displays or demonstration areas to attract the attention of prospective customers.
- Suggest specific product purchases to meet customers' needs.
- Determine price schedules and discount rates.

EDUCATION

Dec. 2019

Master of Business Administration (MBA): Sales & Marketing

Project Report:- Marketing strategy of Reliance Digital

- Bharati Vidyapeeth Institute of Management and Research - NEW DELHI, DELHI

Apr. 2017

Bachelor of Business Administration (BBA): Sales & Marketing

Project Report:- Consumer satisfaction towards Samsung mobile

- Bharati Vidyapeeth Institute of Management and Research - NEW DELHI, DELHI

Mar. 2014

12th Standard: Vocational with Business Studies

- Sarvodaya Bal Vidyalaya, Ashok Nagar - NEW DELHI, DELHI

Mar. 2012

10th Standard

- Sarvodaya Vidyalaya, Hari Nagar - NEW DELHI, DELHI

MY STRENGTHS

Sincerity and involvement with work Ability to establish immediate rapport Reliable and Hardworking.

SKILLS

- Marketing & Advertising
- Inventory Management
- Team Development
- Manage Team
- Operate Computer & MS-Word, Excel
- E-Sales Portal
- Stock Technical Analysis

DATE OF BIRTH

20 July 1997

Languages Known

Hindi, English & Punjabi

Hobby

Photography

(KARAN MAIR)