**CURRICULUM VITAE**

**ANKIT VERMA**

**PERMANENT ADDRESS:-** 4/376-77, Street No: 13, Bhola Nath Nagar, Shahdara, Delhi-110032.

**CONTACT :-** +919205476866, 9971034235 **E-mail:-** 26ankitverma@gmail.com

**CAREER OBJECTIVE**

Looking for an opportunity, where I can prove my quality and responsibility that will impact organization’s development and improve my professional skills.

**ACADEMIC QUALIFICATIONS**

* Passed 10th from C.B.S.E board in 2009.
* Passed 12th from C.B.S.E board in 2011.
* Graduate in **B.Sc. (H) Zoology** from **DELHI UNIVERSITY** in 2016.
* **PGDM** in **MARKETING** from **IMT-CDL GHAZIABAD** in 2018.

**PROFESSIONAL EXPERIENCE**

**1) TRESOR SYSTEMS PVT LTD**

**Profile- Assistant Store Manager**

**Job Responsibility:-**

* Assisted in overall day-to-day operations of store including continuous development of effective store associates to achieve desired sales and results.
* Prioritised sanitation, safety and health standards in work areas.
* Developed specific plans to expand Apple products and forecasted monthly, quarterly, and annual sales targets.
* Boosted sales by 70% by effectively cultivating customer rapport and delivering superior customer service.
* Worked closely with Area Manager to formulate and build store brand.
* Managed store appearance, including merchandising and displays, signage, decorations and cleaning.
* Maintaining friendly and professional demeanour while interacting with customers.
* Shared product knowledge with customers while making personal recommendations.

**2) HOTSPOT SALES &SOLUTIONS PVT LTD**

**Profile- Retail Store Manager**

**Job Responsibility:-**

* Attended meetings with head office to assist in developing store strategies, such as sales, awareness and growth.
* Oversaw and managed the stock control, ensuring store held sufficient items and minimal waste occurred.
* Managed the onboarding and training of 3+ recruits 2hours, training in matters such as education and store procedures.
* Independently managed and controlled store's finances, such as incomings and outgoings, along with budgets and payroll.
* Maintained excellent employee relationships by providing a supportive, friendly and helpful environment, especially to those struggling in the workplace.
* Planned and organised special promotions based on customer requests, market trends and money-making opportunities.
* Conducted competitor research of quarters to identify opportunities and determine potential threats.

**3) CHANNELPLAY LTD (APPLE INDIA)**

**Profile- IPRO- IPHONE PROFESSIONAL**

**Job Responsibility:-**

* Identifying business opportunities and researching and analyzing sales options.
* Assigning targets to Jr. iPros and motivate them.
* Analyze Quarterly/Half yearly Growth or De-growth of active counters.
* Managing product demonstration to aware customers about latest technology of Apple Products.
* Organizing sales visits, generation of leads and converting them into Clients and establish new business.
* Maintaining stock and fulfilling the requirement as per company norms.
* Aiming to achieve sales target monthly.

**4) BAJAJ FINSERV LTD.**

**Profile- Finance Associate Cum Sales**

* Collected clients' credit history and decided whether loans can be granted or not.
* Was working in East Delhi team.

**PROFESSIONAL EXPERIENCE**

* Total work experience more than **6 YEARS.**

**SKILLS & STRENGTH**

* Skilled in creating & giving presentations and forecasting company's growth.
* Strong analytical, accounting & computational skills.
* Skilled in managing multiple projects with a team.
* Having a good knowledge of Microsoft Tools.
* Verbal and written communication
* Issue resolution
* Inventory control
* Team leadership
* Employee training
* Sales professional
* Reliable

**Personal Details**

Date of birth : 26/12/1993

Father’s Name : Mr. Sandeep Verma

Mother's Name : Mrs. Renu Verma

Place : Delhi

**ANKIT VERMA**