

jugal makwana

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Address: Rajkot, Gujarat

EDUCATION

M.COM

SAURASTRA UNIVERSITY

Apr 2015 — Mar 2017

48.80

WORK EXPERIENCE

STORE MANAGER

KABIR TECHNOLOGIES PVT LTD

Jan 2016 — Jan 2018

- Responsible for floor operations and team handling 20 plus.
- managing All Brand (Samsung, oppo, vivo, apple,) sales
- Responsible for price benchmark offline stores
- Responsible for demand forecasting and price negotiation
- Responsible floor merchandising
- Handling customer complaints

STORE MANAGER

MY JIO STORE

Feb 2018 — Mar 2022

- Responsible for budgetary & Sales target, dump, shrinkage control for store
- Responsible for Timely Delivery of all Pick at store orders as per company norms
- Coordinate and oversee the planing, organizing, and delegating of work among staff.
- Current team size 7 associates and 2 promoters (finance)
- Doing weekly benchmarking for KPI articles with competitors and send report with management
- Coordinate with our CC team and support them regarding F&V market demand and supply
- Ensuring store schedules and objectives are met by employees
- Monitoring and controlling store compliance in all areas, including customer care, effective planning, staff training and development, organization and time management
- Supporting management and staff to help create their own successful and productive team and become effective team leaders
- Ensure merchandising strategies implantation at store level

STORE MANAGER

VENUS DATA PRODUCTS PVT LTD

Apr 2022 — Present

- Customer acquisition & retention leading to sales.
- Managing all clients and generating business around 3Cr of mono brand apple.
- Coordinating marketing campaigns.
- Identify institutional demand and arrange stock for the same for timely delivery with best price.
- Collaborating with buyers, suppliers, distributors and analysts to negotiate prices, quantities and time-scales.

PERSONAL SKILLS

- Proficiency in microsoft office, windows 95/xp/2000/2007 & internet

SKILLS

SAP 417

Expert

LANGUAGES

Gujarati

Advanced

hindi

Advanced

english

Intermediate

HOBBIES

Cricket

travelling