


SHYAM JI

 A-222 HOLAMBI KALAN PH-2, DELHI, 110082 (IN)

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 9289504371

Employment history

Territory Manager – Cleardekho.com

Nov. 2021 – till date

1. Responsible for Achieving Sales Targets store-wise, Volume-wise, and Value wise targets..
2. Monitoring Daily, weekly, and Monthly performance
3. Visiting each of the stores in Territory, Including stock check, stock register check, cash balance check, progress in Sales, key product Sales, Offers Performance, Pending orders.
4. Sending reports regularly as required. For every visit to a store, regular sales analysis, actions and Projections, and marketing requirements.
5. Responsible for Inventory management at each of the Stores.
Product Mix analysis
Sales Analysis
Stock Audits
6. Maintaining Discipline at the Stores – Store Timings, behavior with customers or visitors and personal conduct of staff
7. Maintaining Store Ambience, including attractive or innovative displays, cleanliness and adherence to planogram
8. Do other assignments as advised from time to time by the management includes Franchisee dealing, Location visit and finalization, Sales plan for the new store .Vendor tie up for the New location as required.

Senior sales executive, Benfranklin (Eye gear optics india PVT LTD. Adarsh Nagar. Azadpur, Delhi

Apr. 2021 – Nov. 2021

1. Great the customer
2. Understand the customer need.
3. Suggest the product as per customer need.
4. Take followup with fitting lab.
5. Take followup with lens vendor.
6. Count stock in morning and maintain stock register.
7. Solve the customer query and customer complaints.

Senior sales executive, Cardekho.com (Girnarsoft automobiles PVT LTD). Rohini, Delhi

Nov. 2020 – Mar. 2021

1. Fix the customer appointment with car expert for car evaluation.
2. Share the price with custom and negotiate for deal close.
3. Followup with legal team for car document.

4. followup with accounts team for customer car payment.

Sales executive, Acting store manager, Lenskart.com (Dealskart online solution PVT LTD). Punjabi bagh, Delhi

Sep. 2017 – Jun. 2020

1. Achieving Sales targets through a Pro-active Commercial Agenda. Developing and planning new business and initiatives that drives overall sales and business improvement.
2. Keep Management informed of market updates, competition, new brands, etc...
3. Coordinate with the Sales Manager for the launching of new brands, allocating space in the shops for the brand display and providing product knowledge to the staff.
4. Analyze business reports and provide the direction for corrective action where required.
5. Keep track on the stock situations. (old stock, display, back up stock)
6. Ensure all aspects of retail hygiene comprising of furniture, fixtures, lights, signages, and displays are in place.
7. Ensure the product knowledge of staff is satisfactory by regularly checking the same.

Cashier, Titan eye plus (Titan companylimited). Ashok vihar, Delhi

Feb. 2016 – Sep. 2017

1. Punch the order in POS.
2. Responsible for all transaction like Cash,card and loyalty points.
3. Solve the customer complaints and warranty issues.
4. Update the order status to customer.
5. Responsible for all stock in and out.
6. Maintain petty cash and petty cash ragister.

Billing executive, Hero motocorp (Oswal motorsPVT LTD). Azadpur, Delhi

Jan. 2013 – Feb. 2016

1. Responsible for spar parts billing .
2. Responsible for all transaction like cash and card.
3. Make order for running out spar parts.

Education

B.A. From Delhi University

Personal Information

Father Name - MR. Lalan Shah

Date of Birth - 01st June 1992

Language - Hindi, English

