

# CURRICULUM VITAE

RAMVILAS SINGH  
+91 9571568996

## CAREER OBJECTIVE

In quest of a challenging position in an organization that offers me generous opportunities to explore & outshine in the field of Management /Sales / Merchandising while accomplishing personal, professional as well as organizational goals.

## ADMINISTRATIVE SUMMARY

Young, energetic, result oriented **Retail** background. Deep understanding of Retail domain with focus on delivering innovative business solutions, Persuasive communicator with exceptional relationship management skills with the ability to relate with people at any level of business and management; Adroit at analysing the organizational requirements; highly ethical, trustworthy and discrete.

- Possess Business and Commercial awareness.
- Possess valuable insights, keen analysis and team approach to implement best practices to achieve business excellence.
- Proficient in self-adaptation within a dynamic environment.
- Dedicated and highly ambitious to achieve the organizational goals.

## PROFESSIONAL SKILLS

- Possess rapport building and interpersonal skills.
- Good communication & presentable skills.
- Drive for best results.
- Customer oriented to build & sustain relationship.
- Committed towards work.
- Creative ideology.
- Positive attitude with decision making ability.
- Sincerity and Self-Confidence.
- Good team player.
- Quick adaptability to challenging situations
- 

## EDUCATION

DEGREE	INSTITUTE NAME	BOARD NAME	PASSING YEAR
SSC	SONY ACADEMY	RAJASTHAN BOARD	2013
HSC	SONY ACADEMY	RAJASTHAN BOARD	2015
BA	SHRI RATN SINGH COLLEGE	BRIJ UNIVERSITY	2018

## WORK EXPERIENCE

**Company** "WESTSIDE" TRENT LTD, A TATA ENTERPRISE.

**Designation** SALES OFFICER

**Duration** From SEPTEMBER 2018 to Present

- Responsibilities**
- Consistently drive monthly, quarterly and annual plan to achieve Sales Target.
  - Drive the team to achieve results with strong customer orientation and maintain service standards.
  - Taking decisions to with uphold internal and external customer satisfaction.
  - Ensure customer delight through various customer engagement activities with a view to ensure repeat sale.
  - Overall responsible for day to day working and maintenance of the store.
  - Manage and motivate team of associate to achieve common goal.
  - Follow –up with customer for their suggestion and feedback for improvement in services and products offered.
  - To make sure that floor setup and VM standards are as per company standards.
  - Develop people capabilities and potential them to grow.
  - Address staff issues and resolve interpersonal conflicts.
  - Ensure store people safety and security through maintaining safety guidelines.
  - Ensuring compliance with company policy and statutory compliance.
  - Adhere to Tata code of conduct, company policy and professional standards.
  - To keep a regular check on shrinkage for quarterly audit purpose as per norms set by company policy.
  - To ensure stock availability on the floor.
  - To ensure all products are tagged and correctly priced and SOPs are followed to keep a check on Negative Stock and WBC.
  - To control attrition and manage the team underneath..
  - To follow hiring guidelines and fill up the manpower gap as per store requirements.
  - To ensure that all audits conducted are under norms.

## AWARDS & ACHIEVEMENTS

- **OUTSTANDING PERFORMANCE AWARD** (Westside, Phoenix Market City)
- Highest growth driver of 3 years of westren wear at “TRENT LTD” (SEPTEMBER 2018 – PRESENT)
- **Highest Dress selling Award** (Westside, Phoenix Market City)

## PERSONAL DETAIL

Name	RAMVILAS SINGH
Date of Birth	11th AUG'1996
Address	H.NO-1275 MALIYO KA MOHALLA RASTA WARD NO-79 JAIPUR-302016
Marital Status	Unmarried
Languages Known	English, Hindi, Marathi.
Contact	91 9571568996
Email	nayakramvilas91@gmail.com

## DECLARATION

I hereby declare that all the information flourished by me is true to best of my knowledge.

**Date -**

**Place -**

**(RAMVILAS SINGH)**