**Ramesh Singh**

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|  A-23, Block-A, Vikas Nagar , New Delhi-110059 Mob- 9818787326 rameshsingh.rishu@outlook.com**Professional Summary**Astute Store Manager with 13 years of experience in operations management, competitive analysis and financial management. Demonstrated success in sales and marketing. Talented in capitalizing on new trends and technologies to boost business initiatives and reach sales objectives. Seeking to transition to a new role in a respected organization.**Skills*** Business planning
* Customer service
* Operations Management
* Business development

Work HistoryStore Manager- January 2011 – Oct.2016Lenovo Exclusive Store (VCL Infotech Pvt. Ltd.)- New Delhi, India.Store Manager- November 2016 – Till Date Lenovo Exclusive Store (Kavya Infosolutions) - New Delhi, India.* Achieved sales goals and increased revenue and profits for a retail store through effective strategy development and organizational leadership.
* Provided financial management through preparation of bank deposits and settlement of daily sales, returns and transaction reports.
* Monitored processes and procedures, making sure that they met all compliance regulations.
* Maintained a motivated and well-paid sales team by calculating commission payments in a timely and accurate manner.
* Shared best practices for sales and customer service with other team members to help improve the store’s efficiency.
* Supervised and directed all merchandise and shipment processing.
* Communicated with vendors regarding back order availability, future inventory and special orders.

Sales Executive - December 2006- December 2010 Vodafone Store. - Pratapgarh, Uttar Pradesh* Managed a 06-member team in sales and service operations.
* Increased revenue and supported sales activities while building and maintaining consistent relationships and management practices with employees.
* Managed supply and equipment inventory for the business according to forecasts and needs.
* Spearheaded business operations by consistently seeking methods to improve profitability through cost containment, efficiency improvements and revenue generation.

Sales Executive - October 2005 – November 2006Hutch Tele Shop – Pratapgarh Uttar Pradesh* Worked with Hutchison Essar Digilink Ltd. Pratapgarh Uttar Pradesh Sales and Customer Service Department to facilitate communication and deliver personalized solutions to customers.
* Developed and cultivated lucrative relationships with both new and existing clients through effective communication and exemplary interpersonal skills.
* Achieved goals for sale and services and exceeded performance metrics for customer service.

EducationMatriculation: UP Board Allahabad.Bachelor of Ag. Science: 2002(VBS Purvanchal University Jaunpur) MBA- Marketing: 2005(Uttar Pradesh Technical University Lucknow)Hobbies:Playing Carrom Board, Cooking, Traveling. |

 **(Ramesh Singh)**

 **New Delhi.**