

Dinesh Rijjelwal

Sales & Marketing

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At this stage of my career I would like to join an organization where I can contribute to my personal and professional growth.

Resourceful and reliable worker with excellent problem-solving skills and attention to detail. Proven ability to identify and resolve small and complex issues to provide excellent client services.



Skills

- ◆ Retail merchandising specialist ◆◆◆◆◆
- ◆ Quick Learner ◆◆◆◆◆
- ◆ I accept challenges for better learning ◆◆◆◆◆
- ◆ I am puntual ◆◆◆◆◆
- ◆ Developing leadership traits ◆◆◆◆◆
- ◆ Public Speaking ◆◆◆◆◆
- ◆ Planning & Goal setting ◆◆◆◆◆
- ◆ Problem Solving & Conflicts resolution ◆◆◆◆◆



Work History

Mar 2017 - **Jewelry and Watch Specialist**

Current

Starboard Cruise Services - Miami FL, Mumbai, Maharashtra

- Sales and Customer Service
- Interacting & Communicating with more than 1000 International Guest (weekly basis) from USA, UK, Australia, Canada, Russia & Mexico and many other Countries.
- Finding new guest & closing sales to meet daily & Weekly Targets
- Handling customers and their requirement in Jewelry and watches on day to day basis.
- Organize presentation & events for Luxury Watches, Quality Diamonds & Trunk show for guests on Cruise ship.
- To Achieve Daily, Weekly, & Monthly Targets
- Handling Daily Sales report
- Building relationship with guests & convincing them to shop on board.
- Handling inventory on daily basis (Floor Count, Stock Inward and Out ward)
- Train the new associate & get them familiar with Jewelry & Watches.
- Handling Brands like LVMH, Swatch Group , Fossil Group & Many other Luxury Brands like Hublot, Zenith & Omega & many more.
- Refurbished visual aspects of watches by polishing and cleaning metal and glass faces and bands.
- Developed and maintained courteous and effective working relationships.
- Handled day-to-day running of **project or department or task**, ensuring high levels of productivity and progression.
- Increased customer satisfaction by resolving **product or service** issues.
- Maintained excellent attendance record, consistently arriving to work on time.
- Offered friendly and efficient service to all customers, handled challenging situations with ease.
- Actively listened to customers' requests, confirming full understanding before addressing concerns.

Aug 2015 - **Customer Relationship Executive**

Feb 2017

Ethos Ltd., Mumbai, Maharashtra

Sales and Customer Service

To achieve Store and Individual targets

Handling Inventory on Daily basis

Visual Merchandising

Stock Replenishment

◆ **Feb 2015 - Sales Associate**

Aug 2015 *StarUnion Dai-Ichi Life Insurance, Mumbai, Maharashtra*

Making cold calling to Union Bank /Bank of India Clients to educate them about Life Insurance & make a sale for Life Insurance / Renewal.

Handling Life Insurance Inquieres of Union Bank & Bank of India clients Branchs: South Mumbai



Education

◆ **Jun 2011 - Bachelor Of Commerce: Commerce**

Jun 2014 *Swami Vivekanand Institute - Chembur Mumbai*

◆ **May 2009 - Higher & Secondary Certificate: Ecommerce**

May 2011 *Shree Sanathan Dharam - Chembur Mumbai*



Additional Information

- ◆ • PP No. : K9264308
- Date of issue : 25/02/2013
- Valid Till : 24/02/2023
- Permanent Account Number : BJRPR2144D
- Date Of Birth : 23rd November 1993
- Nationality : Indian
- Sex : Male
- Marital Status: Unmarried

I under signed Dinesh Rijjelwal state all the above information provided is true

Dinesh Gauresh Bhushan Rijjelwal