

# Aniket Kumar

Email: [Kumaraniket750@gmail.com](mailto:Kumaraniket750@gmail.com)

Contact: +91-09599514663/9599082834

Address: A-32 ,Ram Dutt Enclave Uttam nagar east , New Delhi-110059

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To build a successful career by utilizing my communication skills and abilities to grow consistently along with the organization and to acquire quality training from an organization that fosters learning and nurtures skills in Retail sector and connected areas.

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## PROFESSIONAL PREFACE

- ❖ An astute & competent professional with **7 years** of experience in successfully achieving revenue, profit and business growth objectives within start - up, turnaround and rapid change environments in Gold/ Diamond jewelry Industry.
  - ❖ Currently associated with **Reliance Jewels** as Deputy **Manager**.
  - ❖ Experience in setting up and managing business operations which required deep understanding of critical business drivers.
  - ❖ Experience in leading jewellery industry sales with niche market segments across all cross section of demographic profile. Successful in building relationships with upper-level decision makers and business partners.
  - ❖ A proactive leader and planner with cross functional expertise in planning, market penetration with skills in P & L management and competitor / market analysis.
  - ❖ An effective communicator & team leader combined with detail-oriented attitude with ability to interact effectively.
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## Areas of Expertise

Sales & Marketing  
Business Development  
Human Resource  
Management  
Inventory Control  
Management  
Retail Store Operations

- ❖ Formulating business plans; assessing revenue potential in business opportunities.
- ❖ Accountable for retail store inventory management; implementing & adhering SOPs.
- ❖ Recruiting, leading, mentoring & monitoring the team members to ensure efficiency in process operations and meeting of individual & group targets.
- ❖ Team Development and Effective Discipline Management.
- ❖ Customer Service Management
- ❖ Dispute redresses and Grievance Management- Buyback/Exchange SOP - Review and readdress in case there is an issue.
- ❖ Cost Control & Expense Management
- ❖ Customer Loyalty - Ensuring repeat billing and new product arrival intimation from the store team, through Call and SMS.
- ❖ Product Buying and Merchandising & Making Products Available as per Customers Demand - Product Planning and Sell thru management.
- ❖ Take active part for Place Orders as per the Requirement of store, taking various factors into consideration like: Past sales trends (qty. and value wise). % age contribution of each section towards the total sales.

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## Professional Experience

Aug 2015 till Date	Reliance Jewels (Including All showroom In Del-Ncr)

## Key Deliverables

- ❖ Generating revenue as per annual budget plan. Last year business delivered with good growth.
- ❖ Experience in having executed key functions such as Inventory, Management, Banking, Safety and Security System, Old gold valuation.
- ❖ Excellent communication, interpersonal skills, with rich experience of working with various Retail companies.
- ❖ Maximized sales and profitability of assigned areas through execution of company programs.
- ❖ Looking after daily, weekly and monthly targets to team members, and developing business strategies for increasing sales.
- ❖ Looking after in store promotional activities for new arrivals and special products to increase brand visibility.
- ❖ Ensure update trading diary and stock register.
- ❖ Ensuring the department provides a pleasant shopping experience for customers.
- ❖ Supervising all Retail Branch Operations without major issue.
- ❖ Handling a team of 22 to 24 staff.
- ❖ Proved a good learner, leader, hard-worker, and effectively managed all audit issues.

## PROFESSIONAL QUALIFICATION

**2012-2015**      **BBA From Jewellery Design & Management**  
(Affiliated to Manipal University, Karnataka)

## COMPUTER PROFICIENCY

- Proficiency in working on Windows, MS Office (word, excel, PowerPoint), & Internet.
- Proficiency in working on **SAP**.

## PERSONAL INFORMATION

• Father' Name	:	Mr. Neeraj Kumar
• Date of Birth	:	08/June/1994
• Sex	:	Male
• Marital Status	:	Single
• Nationality	:	Indian
• Language	:	English & Hindi

I hereby declare that the information furnished above is true to the best of my knowledge and no attempt whatsoever has been made at hiding or misrepresenting any facts. References shall be provided if so required.

Date:

Place: New Delhi

(Aniket Kumar)