

SIDDHANT MEHTA

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In pursuit of senior level career enhancements in **Operations Management involving Retail Operations and Team Management** with a reputed establishment.

Skills Set

- Retail/ Store Operations
- Business Development
- Training & Development
- Client Servicing
- Team Management

Career Snapshot

- ☞ A result-oriented professional with **6 Years 7 Months** of experience in Retail/ Stores Operations.
- ☞ **Presently associated with RADHAMANI TEXTILES PVT. LTD.**
- ☞ Distinction of exploring markets, standardizing retail operations, initiating restructuring business activities for escalating turnovers & achieving goals.
- ☞ A versatile thinker with a proven track record of increasing revenues, establishing channel networks, streamlining workflow and creating a team work environment to enhance productivity.
- ☞ Demonstrated abilities in devising marketing activities & accelerating the business growth.
- ☞ An effective communicator with excellent relationship building.

Key Deliverables

Retail Operations

- Assisting in formulating business plan for retailing activities & development in the region in consultation with top management for organizational development.
- Helping my superiors in new stores/ set-ups from scratch after in-depth study of market dynamics, demand and supply scenario as well as detailed profitability calculations.
- Accountable for demand forecasting & ensuring optimum inventory levels to meet the market requirements.

Business Development

- Exploring business potential, opportunities & clientele to secure profitable business volumes.
- Designing marketing plans for augmenting the business volume by enhancing brand visibility and recall.

Brand Visibility/ Displays

- Creating appropriate communication plans, planning tactical campaigns and ensuring implementation.
- Ensuring maximum brand visibility and capture optimum market shares.

Team Management

- Monitoring & motivating the manpower & ensuring quality services in the market.
- Leading, mentoring & monitoring the performance of team members to ensure efficiency in process operations and meeting of individual & group targets.
- Creating and sustaining a dynamic environment that fosters development opportunities and motivates high performance amongst Team members.
- Motivating the team, team co-ordination, and motivating them for sales.
- Analyzing business.
- Creating a mix of team who fulfill the criteria of objective, value and resources.
- Understanding the competitor's business, and learning from competitors' mode of operation.

Employment Profile

Since June-2014 to July-2015 at U.S.POLO ASSN. (Arvind Lifestyle Brands Ltd.), Location: - GVK ONE MALL, Hyderabad as Fashion Assistant.

Since July-2015 to October-2016 at U.S.POLO ASSN (Arvind Lifestyle Brands Ltd.), Location: - GVK ONE MALL, Hyderabad as Assistant Showroom Manager.

Since October-16 to October-17 at U.S POLO ASSN. & FLYING MACHINE STORE, Location:- Habsiguda, Hyderabad as Showroom Manager.

Since October-17 to March-19 at U.S Polo Assn. Store, Location- Inorbit Mall, Hyderabad, as a Showroom Manger.

Since March-19 to till date at Rare Rabbit Store(Radhamani Textiles Pvt. Ltd.), Location- Sarath City mall, Hyderabad, as a Showroom Manager

The Attainments:

- ✦ Showed growth over growth in the store sales week on week.
- ✦ Introduced new ways of tracking sales to analyze individual performance.
- ✦ Increased customer entry by focusing on target market and increasing customer sensitivity among team members.
- ✦ Started personalized service home delivery of garments for customers.
- ✦ Understanding the loop holes in operations and stream lining them.
- ✦ Identifying the constraints in operations through weekly meetings, making up agendas for resolving the problems and following up for completion of Job.
- ✦ Increasing accountability among team members.
- ✦ Identifying the key match winners in the team and motivating them to achieve higher sales targets.

Job Role:

- ✦ Analyzing performance of the team and understanding areas of improvement through daily and weekly performance summary, weekly minimum planner, and month to date reports.
- ✦ Focusing on store efficiencies i.e. the KPI's (ATV, Conversion & Basket Size).
- ✦ Getting customers registered for the membership and making them understand its advantages and benefits.
- ✦ Making & analyzing reports-including daily sales report, customer retention report, category wise contribution report, tracking regular customers - tele calling, catering to customer query.
- ✦ Following, warehouse for delivery on time and maintaining smoothness of supply chain.
- ✦ Focusing on weekly targets and the category and making strategy on which aspect focus will be placed.
- ✦ Engaged in inventory management.
- ✦ Motivating the team, team co-ordination, and motivating them for sales.
- ✦ Analyzing business and newer avenues of business.
- ✦ Creating a mix of team who fulfill the criteria of objective value and resources.
- ✦ Understanding the competitor's business, and learning from their mode of operation.

Personal skills

- ✦ Honest, Reliable, Trustworthy and Hardworking.
- ✦ Able to work independently and in a team.
- ✦ Able to handle stress, public-dealings.
- ✦ Conscientious, Dedicated to the Employer.

EDUCATION

- ✦ Pursuing P.G in Product & Brand Management from MDI, Murshidabad.
- ✦ B.Sc. in Hospitality and Hotel Administration, IHM Hyderabad (Telangana).

PERSONAL DETAILS

Date of Birth : 08th June, 1993
Permanent Address : C-509, RV Panchajanya Society, Near Sutherland, Masid Banda, Kondapur, Hyderabad. 500084