

Avnish Kumar Verma

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Vill. Manvapour post Baheliya buzurg Dist. Lakhimpur Kheri
-262802

OBJECTIVE

Aiming to achieve a challenging and professional position from where I can make a significant contribution in the form of my dedication by using all my skills. To work with an organization can learn new skills and increase my abilities for the organization goals as well as myself.

EXPERIENCE

01/03/2019

-

30/04/2020

- **ASSOCIATE**

BHASHIN GARMENTS

1. Oversee day to day operations of the store.
2. Greeted customer and made them feel welcome, operated cash register and stock.
3. Performed open/close functions.
4. Maintained overall cleanliness of store.

07/08/2020

-

10/09/2021

- **CITY CART PVT.LTD**

TEAM LEADER

1. Greeted customers and made them feel welcome, operated cash register, stocked and organized the men's department.
2. Operated cash register, stocked and organized the men's department.
3. Overall supervision of day to day operation & Motivating team members to work.
4. Stock physical verification before GRN with purchase order.
5. Promotion updating as per new guidelines.
6. Product gap details share with store manager.
7. Promotion activity like telly calling, leafleting, etc.
8. Working proactively to develop relationship with all employee.
9. Co-ordinate with different roles to collect the data for providing feedback on audits to improve process adherence.
10. Managing and motivating a team of 10 people and working well with them.

11/09/2021

-

25/01/2023

- **SALES OFFICER**

RELIANCE SMSL LIMITED

- 1- Telecalling customers to inform them about offers or coupons and taking orders over phone.
- 2- I am responsible for on-boarding of new merchant and achieving his sales target through on-boarded merchant.
- 3- Responsible for sales, payment collection, assisting merchant in processing returns and query solutions.
- 4- Mapping of retail universe and validation of database of retailer based on market visit.
- 5- Profiling of every retailer within the database initial coverage to ascertain interest and enrolling prospect.
- 6- Adherence to beat plan and usage for Ajio beat planner app during market visit.
- 7- Driving the usage and adoption of products service on B2B platform communicate the schemes and promotions to the retailers.
- 8- Responsible for demonstration and handholding of each retailer in the initial stage of the platform adoption to ensure that the discovery and ordering processes are in place.
- 9- Responsible for training and troubleshooting support for his set of retailers with respect to the platform and any of its products or services.
10. New offer communication with retailer.
11. Identify new market for our business.

- 12. Retailer visit for ordering / credit collection and problem solving.
- 13. Responsible for new product launch visibility to customer and suggest for ordering.
- 14. Responsible for RTO/RVP issue solving.

EDUCATION

- 2017 • **HIGH SCHOOL**
J U M vidyalaya gola Kheri - UP Board
79%
- 2019 • **INTERMEDIATE**
Gola public inter college gola kheri - UP Board
55%
- 2022 • **BSC Science side**
CSJM University Kanpur
65%

SKILLS

TEAM HANDLING

100%

FMCG SALES

100%

TEAM WORK

100%

NEW CUSTOMER ONBOARDING

100%

BUYER ENGAGEMENT

100%

TELECALLING

100%

TECHNICAL QUALIFICATION

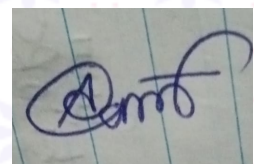
- Basic knowledge in computer application.

ACHIEVEMENTS & AWARDS

- I achieved the employee of the year award last year in 2022 for my good work.
- Received a 100% positive customer survey results.

LANGUAGES

- Hindi
- English



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