

## Ajay Gairola

Kuwait

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### RETAIL STORE MANAGER

Highly successful in defining company direction, achieving goals and optimizing business by delivering the highest standards in the competitive retail industry. Also skilled in optimizing team potentials through delivery of management training / development solutions, design and delivery within tight deadlines and budgets, while promoting best practice encouraging a self development culture and trainers to train.

### AREAS OF EXPERTISE

- Business Development
- Health and Safety
- Exceeding Targets
- Salesmanship / Sales initiatives
- Maximizing Profit
- Merchandising
- Stock / Cost Control
- Meeting customer needs
- Staff Training
- Promotions
- Business Start-up

### CAREER PROGRESSION

Working with Landmark Group pvt.LTD. in its leading high street fashion concept 'Splash'

Company profile - Founded in 1973 in Bahrain, the Landmark Group with Turnover of USD 3.8 billion has successfully grown into one of the largest and most successful retail organizations in the Middle East. An international, diversified retail conglomerate that encourages entrepreneurship to consistently deliver exceptional value, the Group operates over 900 stores encompassing a retail presence of over 13 million sq. ft. across Middle East, India, Egypt, Turkey, Yemen and Pakistan (franchise operation). The Group employs around 32,000 employees.

**Store Manager****2006 July - present**

- Direct loss prevention initiatives, successfully reducing shrink by 45% (\$29 Thousand) against last year.
- Standing at growth of 8% over the previous year.
- Managed overall retail operations of \$80Million for a year.
- Earned Store of the Month honors on numerous occasions for sales and compliance excellence.
- Manage total store level operations, including staff training, evaluation and work schedules.
- Handle budget planning and tracking, accounting and payroll.
- Supervised and managed over 30 staffs in sales oriented retail environment.
- Executed corporate-driven initiatives, promotions, and policies. Supervised merchandising and loss-control strategies.
- Ensured superior customer service and employee morale.
- Submission of Monthly Competitor analysis report.

**EARLY CAREER****DEPARTMENT HEAD****July2004 to July 2006**

Company Name: D' Mart Exclusive Ltd., New Delhi (INDIA)

- Responsible for overseeing the entire store operations.
- Assisted manager in all areas of resets, remodels, relocations.
- Handled sales tracking and reporting, inventory control, and employee payroll.
- Training and supervised full and part time personnel.
- Worked directly with vendors to confirm and verify shipments.
- Managed all aspects of merchandising, window displays, and stocking,
- Ensured excellence in customer service and resolved all problems at the store level.
- Responsibilities include supervision of the staff and opening and closing the store.

**PROFESSIONAL QUALIFICATION**Post Graduate Diploma in Business Administration from Shiva Institute of Management,  
Ghaziabad (India) (2002 -2004)

Area of Specialization: Marketing

**EDUCATIONAL QUALIFICATION**

Bachelor of Arts from Delhi University (India) (1999-2002)

## PERSONAL

Permanent Address : Villa No.20, Palm City Society, Dehradun (Uttarakhand), INDIA.  
Current Address : Plaza Building, Floor: 8, Flat No-34, Riggae, KUWAIT.  
Date of Birth : 14th<sup>th</sup> Oct, 1982  
Gender : Male  
Marital Status : Single  
Language Known : English & Hindi

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### *Reference*

*Mr.Sibbu Daniel,  
Splash,  
Sr. Store Manager,  
Kuwait  
00965 -99546454*