



SHWETA GERMANWALA

SALES EXECUTIVE


PROFILE


Developing store strategies to raise customers pool, expand store traffic, and optimize profitability. Meeting sales goals by training, motivating, mentoring, and providing feedback to store staff. Ensuring high levels of customers satisfaction through excellent services.

EXPERIENCE

- Oct 2022 - Dec 2022** **TELESALES EXECUTIVE**
Vibrant Marketing
Dubai, UAE.
- Calling Customers and telling them about new postpaid plans and WiFi connections.
 - Getting Leads through Social Media.
- Apr 2021 - Sept 2022** **STORE MANAGER**
Ghelani Supermarket
Mumbai, India.
- Planning and conducting Promotional activities for new products as well as for sales growth.
 - Maintain outstanding store condition and visual merchandising standards.
 - Handling Cash and Billing counter.
 - Taking Customer Data and inform them on regular basis of Discounts and offers.
 - Responsible for solving billing errors and other software relate issues.
 - Generating Maximum sales in Minimum Stock Level.
 - Keen on happening and non happening product in store level.
- Jun 2020 - Oct 2020** **CAMPAIGN MANAGER**
Front Story
Surat, India.
- Managing Campaign on Taboola and Gemini.
 - Managing bidding of running a campaign.
 - Making Campaign for Hollywood Celebrities.
- Jan 2019- Mar 2020** **STORE MANAGER**
Go Fashion Pvt. Ltd.
Surat, India.
- From Managing Manpower to handling customer issues.
 - Sales Target Achievement and banking operations.
 - Preparing reports on Sales Performance, Monthly Reports, and Daily Sales Report.
 - Generating Maximum sales in Minimum Stock Level.
 - Keen on happening and non happening product i store level.
 - Motivatig Sales Team.
 - Handling Cash and Billing Counter.
 - Allocating Target to Sales Team.
 - Doing Competitor Survey.
 - Stock Refilling and Stock Maintaing.


PERSONAL DETAILS

 **Address**
Chembur, Mumbai, India.


 **DOB**
19/12/1993

 **Nationality**
Indian

 **Marital Status**
Married

 **Phone**
+91 8690428002

 **Email**
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 **Follow Me**
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SKILLS

LEADERSHIP SKILL



COMMUNICATION SKILL



TASK ORIENTED



ADAPTABILITY



MICROSOFT OFFICE



Jun 2017- Jan 2019
Saffron Lifestyle Pvt. Ltd.
Ahmedabad, India.

MANAGEMENT TRAINEE/STORE MANAGER

- Reporting to HO at daily basis.
- Achieving Sales Target.
- Training sales team about product.
- Handling cash and billing counter.
- Checking on stock availability.
- Taking customer data and inform them at regular basis of New Arrival.
- Allocating Sales target to sales team,
- Responsible for solving customer issues.
- Preparing reports on Sales Performance, Monthly Reports, Report of Sales Team and Various other MIS Reports.
- Collaborate with Product Management on Product definition.
- Doing Role play to explain upselling, cross-selling and explaining USP of Products.



INTERNSHIP

Sept 2016 - May 2017
SUMUL
Surat, India.

COMPREHENSIVE PROJECT

- A Study on Markert Share of Packed Braded Curd of SUMUL, Surat.

Sept 2016 - May 2017
KRIBHCO
Surat, India.

GLOBAL COUNTRY STUDY REPORT

- Business Opportunities of Chemical and Fertilizers Industry of South Africa for Gujarat and Tripura, India.

Jun 2016 - July 2016
Big Bazaar
Surat, India.

SUMMER INTERNSHIP PROGRAM

- A Study on Consumer Image of Big Bazaar, Surat.

Jan 2015 - Apr 2015
GOUP Technologies
Surat, India.

INTERNSHIP PROJECT

- Online Hospital Management System by using c++.



EDUCATION

2015 - 2017

Gujarat Technology
University
2012 - 2015

MASTER OF BUSINESS ADMINISTRATION

S.R. Luthra Institute of Management, Surat Passed with Second Class.

The Maharaja
Sayajirao University
2011 - 2012

BACHELOR OF COMPUTER APPLICATION

The Maharaja Sayajiroa University, Vadodara Passed with Second Class.

Gujarat Higher
Secondary Education
Board

HIGHER SECONDARY EXAMINATION

Ambe Vidhayala, Vadodara Passed with Second Class.



CERTIFICATE

Google Ads Display Certification from Google.
Advance SEO Certification From SKILLUP by SIMPLI LEARN.
Busiess Analytics with Excel From SKILLUP by SIMPLI LEARN.
Digital Marketing Certification from iVIPANAN.