

AJAYA KUMAR SAHU

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Mobile: 7008218943



## OBJECTIVE:

Looking forward making career as marketing professional in retail sector were my skills and knowledge can be well utilized for the betterment of the organization and my personal growth as well.

## EXPERIENCES:

- **Position:** Assistant Store Manager (Feb-23 to till now)
- **Organization:** Soch Apparels Private Limited
- **Location :** Berhampur
- **Roles and Responsibility:**
  - Brief to team for back log and achievement of store goals with personal goals
  - Doing AOP planning for LFL/KPI growth
  - Ownership mindset for making decision for staff & store
  - Advertisement & Marketing activity for customer strength
  - Ensuring how to store running smoothly

- **Position:** Department Manager (Jul-22 to Jan-2023)
- **Organization:** life style international pvt Ltd. (Easy Buy)
- **Location :** Berhampur
- **Roles and Responsibility:**
  - Attending team meeting and sharing best practice with colleagues
  - Focus sales efforts by studying existing and potential volume of customer
  - Discuss with merchandise category for stock requirement
  - Proper manpower utilization in lean/peak hour
  - Advertising and promote products in market

- **Position:** Head Cashier (Feb-22 to Jul-22)
- **Organization:** Baazar Style Retail Ltd.
- **Location :** Khordha
- **Roles and Responsibility:**
  - Maintaining Cost cutting of store
  - Cash management with proper documentation
  - Resolving customer issue according policy and process
  - Handling charge back case and banking process

- **Position:** (DMIT) Department Manager in Training (2020 to 2022)
- **Organization:** Reliance Retail Ltd. (Trends)
- **Location :** Berhampur
- **Roles and Responsibility:**
- Deliverable meetings with staffs and team leaders
- Doing team Building activities for better output
- Tracking stock replacement and replenishment on FOH/BOH
- Managing Staff availability in every department
- Handling Case study on floor.
- Inventory management

- **Position:** Senior CSA, C&A (2016 - 2020)
- **Organization:** Reliance Retail Ltd. (Trends)
- **Location :** Berhampur
- **Roles and Responsibility:**
- Commercial & Accounts.
- Maintaining File & License
- Trainer as Buddy Captain for passing better knowledge
- Cash management with proper documentation
- Wage register and store operation register maintaining

- **Position:** Visual Merchandise (2014 - 2016)
- **Organization:** Reliance Retail Ltd. (Trends)
- **Location :** Berhampur
- **Roles and Responsibility:**
- Product Knowledge
- Merchandising on the floor
- Making Display & Layout with theme and color sense
- Floor Managing with reference of racking density
- Store hygienic and light full

## EDUCATION QUALIFICATIONS:

- BA complete under Berhampur university year 2016.
- Intermediate with Arts under CHSE, Odisha year 2012.
- 10th under CHSE, Odisha year 2010.

## TECHNICAL SKILLS:

- MS word
- MS power point
- Ms excel
- SAP Application Erp 6.0
- Ginesys Application v2.14.6

## STRENGTH:

- Positive thinking
- Adaptability
- Flexibility
- Goals oriented

## PERSONAL DETAILS:

- Name: Ajaya Kumar Sahu
- Father name: Tarini Sahu
- Date of Birth: 04<sup>th</sup> May 1995
- Language known: English, Hindi & Odia
- Communication Address:  
At-Khodasing tota street,  
Po- Engineer School, Berhampur  
Dist - Ganjam, State- Odisha (760010)
- Mobile: 7008218943
- Email: ajayakumarsahu491@gmail.com

## PERSONAL DETAILS:

I do here by declare that the above information is true to the best of my knowledge and belief.

DATE:

PLACE:

AJAYA KUMAR SAHU