



Subrat Kumar Parida

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Objective

Proactive Department Manager with excellent time management skills and ability to multi-task while working within deadlines and time constraints. Offering 2 years of hands-on experience in retail operations. Proficient in budgeting, inventory management and merchandising, Disciplined professional committed to driving sales goals and ensuring smooth functioning of retail department.

Experience

• Reliance Retail Limited.

Senior Executive

15/05/2022

- Achievement of Targeted AOP, Gross Margin and SPSF.
- Responsible for the PL of the store.
- Ensure that all consumables are within budget and work towards reducing costs.
- Ensure that decisions taken are quickly implemented on the ground without losing time.
- Reduce dump, shrink, and other losses for the store.
- Other Source of Income SOH Increase margins and minimize expenses.
- Control inventory level and shrinkage.
- 100% SOP Implementation and Adherence by the team.
- Ensure Negative Inventory Control
- Explaining routine tasks to all team members Statutory Compliance.
- Control Attrition
- Product knowledge, brand differentiation
- Coach and mentoring people is an ongoing process in the team and developing people towards growing to the next level.
- Net profit for the store.
- Increase in talent retention.
- Increase in returns per square foot
- Increase in conversion rate
- Reduction in the number of stock-outs Target vs. actual customer satisfaction index.
- Update category and store associates on the latest development in new products/brands and presentation/selling technique.
- Productivity enhancement indicated by increased Sales per Employee.
- Accurate and timely preparation/submission/ review of reports sales, order intake, new orders, and profitability to provide inputs for strategic planning.

• Arvind Lifestyle Ltd

Internship

01/09/2022 - 24/11/2022

- Achieving sales targets
- Visual Merchandising
- Provide accurate information about product features, pricing and after sales services
- Cross-sell products
- Preparing weekly and monthly reports.

Education

- **ASTHA School of Management Affiliated by Biju Patnaik University of Technology.**

2022

MBA - CGPA-8.30

- **Bhadrak Autonomous College Affiliated by Fakir Mohan University**

2020

B.Com - CGPA-6.69

- **Bhadrak Junior College, Bhadrak**

2017

Intermediate - 74%

- **Dolomandap High school, Bhadrak**

2015

Matriculate - 74%

Skills

- Communication
- Negotiation
- Leadership
- Creativity and Problem Solving
- Distribution Management
- Product development

Projects

SIP

- DISC Model of Arvind Lifestyle Ltd.
- SWOT Analysis of Textile Industry.

Language

English Hindi Odia Bengali

Achievements & Awards

- Winner in Stock Games in Learning Vistas Orientation Program at ASTHA School of Management
- Runners-Up in Business Quiz Competition at ASTHA School of Management
- Participating in Advertisement Review at ASTHA School of Management

Activities

- Completed a course on “The Fundamental of Digital Marketing from Google
- Digital Garage” Completed “Introduction of Digital Marketing” from Great Learning

Signature:



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