



Danish Ehsan

Professional Summary

Experienced Branch Manager with demonstrated history of working in the retail industry .Skilled in negotiation ,Microsoft ,Word, Dynamics ,retail pro ,Shopper Value ,Sales Management ,Inventory Controlling ,Excel Reports Emails, Stock Demand ,Stock IST, & KPI's (ASP, ATV,UPT,RPV,BI) Customer services, Greeting ,Demand, Feedback, Complaints Handling).Strong Sales Professional with Business Administration Specialization in Marketing from Government College University Faisalabad .

Get in touch!

LinkedIn

<https://www.linkedin.com/in/danish-ehsan-00185512b>

Mobile:

0311-1344121 / 0305-2421773

Email:

danishehsan03@gmail.com

Address:

Al-Najaf Colony Jaranwala Road
Faisalabad

Academic History

Government College University Faisalabad /BBA(Hons)-12-2016

Bachelor of Business Administration | Marketing (CGPA 3.14)

Al-Haram College Faisalabad -2012

I.com | Commerce(A+)

M. Ali Jinnah College - 2010

Matric | Science (B+)

Work Experience

Branch & E-Commerce Manager Orient Textile | March 2021 - Present

- I am responsible for complete store operations by scheduling and assigning employees:, following up on work results .
- Achieved financial objectives by preparing an annual budget : scheduling expenditures ;analyzing variances ;initiating corrective actions .
- Identified current and future customer requirements by establishing reports with potential and actual customers and other persons in a position to understand services requirements .
- Contributed to team effort by accomplishing related results as needed ,as target achievements etc.

Area of Expertise

- Retail Store Operations
- P&L Management
- Budgeting & cost controls
- Shrink reductions /loss control
- Customer Services Excellence
- Teambuilding /Training /supervision
- Inventory Management
- Merchandising Strategies
- Demonstrated ability to motivate and lead employees
- Proven ability to hire ,select and train the right candidates
- Able to meet retail sales goals
- Excellent communications skills
- Result driven approach
- Good organizational skills & the ability to multitasks

Assistant Branch Manager | Al-Karam Studio Textile | 2019 - 2021

- Result driven approach working on MS excels ,Power Bi ,Supper value ,MIHCH, Ticket Management System, Dynamics, outlook & Retail pro software
- Evaluated competition by visiting competing stores ;gathering information such as style ,quality, & prices of competitive merchandise.
- Promoted sales by demonstrating merchandise and products to customers .
- Helped customers by providing information answering questions obtaining merchandise requested .
- Maintained inventory by checking merchandise to determine inventory levels anticipating customer demand .
- Prepared reports by collecting ,analyzing ,and summarizing information .
- Maintained quality services by establishing & enforcing organization standards .
- Trained store staff by reviewing and revising orientation to products and sales training materials;
- Managing and motivating a team to increase sales and ensure efficiency
- Managing stock levels & making key decisions about stock controlling & demands
- Analysis sales figures and forecasting future sales & interpreting trends to facilitate planning dealing with staffing issues such as interviewing potential staff, conducting appraisals and performance reviews ,as well as providing or organizing training and development .
- Customer feedback and responding to the customer complaints and suggestions .
- Organizing special promotions ,displays ,and events updating staff on business performance ,new initiatives and other issues .
- Maintaining awareness of market trends in retail industry ,understanding the customers liking and respond to new initiatives .

Floor Manager Ideas by Gul Ahmad | Faisalabad April 2017 - 2019

Area of Expertise

- All branch operations sales management ,inventory controlling flagship store of 16000 Sq ft
- Visual Merchandising display products ,color wise category wise as sales promotions Merchandising Strategies
- Shrinking reductions /loss control to store inventory and inventory management
- Customer Services & customer experience complaint handling ,feedback, demand, follow up,
- Teambuilding /Training /supervision
- Demonstrated ability to motivate and lead employees and set sales targets on daily basis
- Proven ability to hire ,select and train the right candidates
- Able to meet retail sales goals KPI's ATV,ASP,UPT
- Excellent communications skills cross sale ,add on, bucket size increase
- Result driven approach working on MS excels , Dynamics, outlook & Retail pro software
- Good organizational skills & the ability to multitasks
- Conduct monthly self audits to check the inventory levels
- Maintained Staff grooming and customer dealing approaches
- Timely reporting head office about maintenance works.

Customer Services Officer | Lahore Black Arrow Communications Services | 2016 - 2017

- Business Development Manager
- Customer complaint handling ,resolve insurance quires
- UK based customer services
- Make the claim of injuries to the insurance company .
- Communicating with customers and receive the required details

-Awards ;

- Customer Centricity & Customer Services / Certificate from British Council Pakistan -2018
- Shahbaz Youth laptop Award /Govt of Punjab ,2012
- Expo on Operations Management /Head of Business Administration ,2015
- Top Resources /Business Executives ,2015
- One day workshop on Career development /Certificate of Participant,2016

- Projects;

- Sales Management/Top Resources Company
- Candia Milk/Haleeb Milk Product
- Expo Operation Management /PSO (Pakistan State Oil)

Specializations

- Retail
- Social Media Management
- Digital Advertising
- Digital Marketing
- Public Speaking
- Communication
- Computer Skills
- Customer Services
- MS Office
- Sales Analysis
- Task Management

Languages Spoken

English ,Urdu ,Punjabi

Hobbies

- Books Reading
- Watch Documentaries
- Gym & Jogging