

SHIVANGKUMAR PARMAR

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Personal statement

From managing my family's store to excelling in UK sales, my diverse journey fostered a passion for exceeding expectations in dynamic environments. My computer skills and recent postgraduate degree make me eager to contribute to management and sales 'unique focus on business development.

Key Skills

Sales & Business Development: Proven track record exceeding sales targets as a Sales Manager in the UK.

Customer Service: Extensive experience building strong client relationships and exceeding customer expectations across diverse industries.

Management & Leadership: Demonstrated leadership skills through promotion to Sales Manager and experience co-managing a family business.

Communication & Collaboration: Effective communicator with a talent for fostering collaboration in multicultural environments.

Adaptability & Problem-Solving: Adept at navigating diverse work settings and tackling unforeseen challenges.

Computer Skills: Proficient in computer applications relevant to the desired field

Employment History

Sales manager, gold brothers, UK

(April 2022–jan2024)

Achievements and responsibilities:

- Leading a sales team: Recruit, train, and motivate staff to achieve sales targets.
- Managing customer experience: Ensure excellent service and satisfaction.
- Optimizing stock and displays: Maintain stock levels and present products attractively.
- Meeting financial targets: Manage budgets and report on sales performance.
- Compliance: Stay updated on relevant regulations.
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BUSINESS MANAGEMENT

(June 2011 – April 2020)

Sales & Inventory: Set targets, track sales, manage stock levels, ensure product freshness.

Teamwork: Lead, train, and motivate staff, foster positive work environment.

Customer Service: Resolve inquiries, maintain a welcoming and helpful atmosphere.

Finance & Budgeting: Oversee expenses, manage budget, track profitability. Compliance: Adhere to health and safety regulations, ensure accurate labeling

Education

Bachelor of Computer Applications B.A.O.U (AHMEDABAD)

(September 2017– June 2020)

graduated with first division

**post graduate diploma in international management HERIOT-WATT
UNIV.(EDINBURGH,UK)**

(sept 2021 – dec 2023)

Hobbies & Interests

Skills: Sales & Business Development, Leadership & Management, Customer Service,
Communication & Collaboration, Adaptability & Problem-Solving

Hobbies: Cooking, Exploring diverse cultures,traveling,

References

References are available upon request.