

Resume

Personal details

Name	Anant Panwar
Email address	anantpanwar6624@gmail.com
Phone number	9045346624
Address	Muzaffarnagar, Uttar Pradesh, 251306 Muzaffarnagar
Date of birth	February 26, 2006
Gender	Male
Nationality	Indian

Profile

Detail-oriented and organized professional with a strong background in sales and customer relationship management. Possessing a keen understanding of inventory management and financial operations, I am adept at ensuring efficient store functions while maintaining an exceptional customer service experience. My educational pursuits in Business Administration further enhance my ability to streamline processes in a fast-paced retail environment. Driven individual with excellent communication and negotiation skills, committed to building positive relationships and fostering a collaborative work atmosphere. My passion for retail is complemented by my ongoing education, which equips me with innovative strategies in supply chain management and operational efficiency that I am eager to implement in a

store keeper role. Results-focused professional with a strong emphasis on achieving measurable outcomes in sales and customer satisfaction. With a background in sales operations, I excel at designing and executing strategies that resonate with diverse customer bases, ensuring product alignment with market demands. My commitment to professional development is evident in my educational journey, which provides me with a broad perspective on business dynamics. I am enthusiastic about contributing my insights and experiences to a forward-thinking organization, where I can cultivate success and drive impactful results.

Education

Bachelor Of Business Administration (BBA) - Ongoing
Maa Shakumbhari University

..Gained insight into inventory management and supply chain principles relevant to store keeping. Developed skills in financial management and budgeting to optimize store operations. Studied consumer behavior to tailor marketing strategies that drive product sales in a retail environment.

- Learned the fundamentals of business law, understanding legal principles and regulations that impact business decisions and operations.
- Acquired skills in marketing management, focusing on strategic marketing planning and the execution of marketing campaigns to boost brand awareness.
- Studied principles of human resource management,

including recruitment, training, and performance evaluation techniques to enhance team productivity.

- Explored financial accounting concepts, enabling the preparation and analysis of financial statements for informed business decision-making.
- Developed proficiency in business communication, honing skills in professional writing, presentations, and interpersonal communication essential for business environments.

Class 12 (CBSE BOARD): 70%

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* Acquired foundational knowledge in mathematics and statistics, essential for inventory calculations and data analysis. Developed critical thinking and problem-solving skills through various subjects that aid in effective decision-making in store operations.

- Learned the principles of economics, including microeconomics and macroeconomics, to understand market dynamics and consumer behavior influencing business strategies.
- Developed a strong understanding of key scientific principles through the study of physics and chemistry, facilitating analytical thinking and experimental skills relevant to various business operations.
- Studied English language and literature, enhancing

proficiency in communication skills, which are vital for effective marketing and customer engagement.

Class 10 (CBSE BOARD):72%

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- Acquired in-depth knowledge of the CBSE curriculum, mastering key subjects such as Mathematics, Science, and English, which contribute to a well-rounded academic foundation.
- Developed analytical skills through rigorous problem-solving in Mathematics, enabling effective data interpretation and decision-making in business contexts.

Employment

Aug 2021 - Dec 2024 Sales executive

**Mahindra Jai Kumar Arun Kumar - SUV & Commercial,
Meerut**

- Achieved sales targets by developing tailored presentations for automobile products to meet customer needs.
- Cultivated strong customer relationships through effective communication, resulting in increased customer retention rates.
- Utilized negotiation skills to close deals,

consistently surpassing monthly sales goals.

- Implemented targeted marketing campaigns to enhance product visibility and drive sales in the automotive sector.

Skills

Computer skills

Customer service

Communication skills

Problem-solving

Multitasking

Adaptability

Teamwork

Sales techniques

Languages

English

Hindi

Hobbies

■ Traveling

■ Listening to music

■ Fitness Freak