Imran Siddiqui

Store Manager

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SKILLS

Store P&L
Sales planning
Inventory management
Shrinkage control
Visual merchandising
POS and ERP (SAP Retail)
Staff rostering
MS Excel

CORE SKILLS

- Team leadership
- Customer experience
- KPI tracking
- Hiring and training
- Loss prevention
- Vendor coordination

LANGUAGES

Hindi · Native
Urdu · Fluent
English · Professional

PERSONAL STATEMENT

Store manager with 10 years in fashion and grocery retail, currently running a 14,000 sq ft apparel store with annual sales of about ₹11 crore and 32 staff. Strong in sales planning, inventory and shrinkage control, visual merchandising, customer service and building high-performing store teams.

WORK EXPERIENCE

Store Manager · Trendline Fashions Pvt Ltd, Lucknow — Nov 2020 – Present

- Run a 14,000 sq ft mall store with 32 staff, growing annual sales from ₹7.8 crore to ₹11 crore in four years.
- Reduced inventory shrinkage from 1.4% to 0.6% of sales through cycle counts, CCTV reviews and tighter trial-room controls.
- Raised conversion rate from 18% to 24% by training staff on greeting, add-on selling and loyalty sign-ups.
- Ranked in the top 3 of 41 stores in the North zone for 6 consecutive quarters on sales, audit and customer feedback scores.

Assistant Store Manager · DailyFresh Supermarts, Kanpur, Uttar Pradesh — Apr 2016 – Oct 2020

- Managed daily operations of a supermarket with ₹45 lakh monthly sales, including receiving, replenishment and cash office.
- Cut fresh produce wastage by 22% through better ordering and markdown timing.
- Planned staff rosters for 26 team members and handled hiring for festive season temporary staff.

EDUCATION

PG Diploma in Retail Management · Awadh Institute of Management Studies, Lucknow, Uttar Pradesh — 2015 – 2016
Grade: 7.2 CGPA

B.Com in Commerce · Christ Church College, Kanpur, Uttar Pradesh — 2012 – 2015
Grade: 64%

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