



Iqbal Rooprai

Top-rated professional with 15 years of experience in management, retail, operations, purchase & marketing.

Paris, France

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Languages

French (Basic)

Hindi (Native)

Punjabi (Native)

English (Native)

About

MBA student looking for a 6-month internship or a CDI starting April/May-2023

BRANDS WORKED WITH

Bharti Airtel Limited

Bharti Airtel Ltd.

Future Retail Ltd

Shiva Textfabs Ltd.

Vishal Megamart Ltd. (Airplaza Retail Holdings)

WaysAhead

Experience

● Store Manager

Bharti Airtel Limited | May 2018 - May 2021

(Business Sector-Telecom) Department-Retail-Sales

● Store Operations Manager

Vishal Megamart Ltd. (Airplaza Retail Holdings) | Sep 2015 - Dec 2017

(Business Sector-Large format retail store including Apparel, Grocery, General merchandise) Department - Retail Operations & Sales

- Business development: Store size 25000 sq. ft - Sales improvement by 1.5x times in 1.5 years
- Stock compliance (shrinkage): 1 st year - @0.7%, 2nd year - @0.6%, 3rd year - 0.6% (within budget)
- People management: 40 people
- Increase walk-in conversion:15% in first year, @20% in second year, 35% in third year
- Implementation of promotions - 100%

● Store Operations Manager

Future Retail Ltd | Sep 2013 - Aug 2015

(Business Sector-Medium format retail store including Apparel, Grocery, General merchandise) Department - Retail Operations & Sales

- Business development : Record sales of fresh and vegetables @ 1.32lacs in 2 days
- Training and development: Core training 150+ people
- Execute reductions and price changes: 100% shelf labelling and flagging
- Stock compliance (shrinkage): 1 st year - @0.6%, 2nd year - @0.6%
- Business analysis: P&L analysis to be cash positive
- People management: 4 team members promoted to next level

● Assistant Manager

Shiva Textfabs Ltd. | Aug 2009 - Aug 2009

(Business Sector-Manufacturing) Department -

- Business set-up and development: Set-up of fiber recycling plant from scratch with Vice President
 - Vendor development program: Grew vendors from initial 10 to 100 (local and international) in 8 months
 - Capital management: Managing the capital and budget to get the most bang for buck
 - Implementing IT system: Developing ERP system with IT department
- Other experiences (Business Sector-Education) Department - Trainer

● IELTS Trainer

WaysAhead | Dec 2008 - May 2022

IELTS Tutor Can - Able Sept., 2007- Apr,2008

● Assistant Manager Sales

Bharti Airtel Ltd. | Jun 2021 - Sep 2022

- Business development of 14 stores and management of 40-50 people
 - Developing and managing customer portfolio
- Customer prospecting, sales, commercial and budget follow-up

Business growth +20% first year, 35% in 2nd year,
NPS >90%

- Improve processes and service: Mystery audit score >95%
- Increase walk-in conversion: 5% in first year, +12% in second year
- Online lead conversion: >40%
- Training and development: 121 and coaching – training completion rate >95%