



# Hitesh Medharimetla

Retail Sales Manager

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## Languages

- Hindi
- English
- Tamil
- Telugu

## About

With a solid foundation in retail management at Max Fashion, I excel in enhancing sales performance and delivering exceptional customer service. Skilled in inventory control and adaptable across various retail settings, my passion lies in driving team success and ensuring customer satisfaction in fast-paced environments.

### BRANDS WORKED WITH

- Diamondpick (Talodyn Networks Pvt Ltd)
- Max Fashion

## Experience

### ● HR Recruiter

Diamondpick (Talodyn Networks Pvt Ltd) | Jan 2022 - Feb 2022

Identifying the client's requirements. Using various sourcing techniques, such as online job boards, employee referrals, and professional networking sites, to find qualified candidates for required roles. Screening candidates resumes including job applications, scheduling interviews with selection panels and onboarding new employees, including orientation, training, and paperwork, to become fully integrated with the company. Clear understanding of HR, the value it can bring to an organisation and the function it performs in a business context. Proven ability to assess, design and implement new HR service delivery and HR operating models considering business demands and more efficient ways of working. Experience of working with new HR Technology and analysis of an organization's HR requirements, employee experience, ambition processes, and pain points to ensure the identification and implementation of the most suitable enabling technology.



### ● Retail Sales Supervisor

Max Fashion | Jan 2019 - Jan 2019

Retail Sales Supervisor My roles and responsibilities of a retail sales supervisor involve overseeing the daily operations of a retail store and managing a team of sales associates. Here are the my key duties and responsibilities as a retail supervisor.  
Team Leadership: Supervising and leading a team of sales associates, including providing guidance, training, and motivation to ensure they meet sales targets and provide excellent customer service. Sales Performance: Monitoring and tracking sales performance, setting sales targets, and coaching team members to achieve and exceed sales goals.  
Customer Service: Ensuring that the sales team delivers exceptional customer service by assisting customers, resolving issues, and addressing complaints as needed.  
Inventory Management: Overseeing inventory levels, ensuring accurate stock counts, and coordinating restocking efforts to meet customer demand while minimizing overstock or shortages.  
Store Operations: Overseeing store opening and closing procedures, cash handling, and ensuring compliance with company policies and procedures.  
Customer Feedback: Soliciting and analyzing customer feedback to identify areas for improvement and taking appropriate

## Education & Training

- 2022 - 2023 ● **Kingston University**  
MSc Logistics and supply chain management,
- 2015 - 2019 ● **DR. M.G.R. Educational and Research Institute University**  
B.Tech ( Mechanical engineering),

