



Dhruma Panchal

A fashion enthusiast, and sales advisor with excellent commercial awareness of retail & industry's back-end business.

📍 London, UK

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Languages

French (Basic)

Gujarati (Native)

Hindi (Native)

English (Fluent)

About

A student pursuing a master's degree in business administration in International Business. Possessing competence in the areas of sales, inventory management, and negotiation with a solution-oriented approach. Actively initiating strong influence with a diverse segment of consumers in order to comprehend and interpret the need, as well as demonstrating time management and organizational skills. Long-term interest in business development, brand management and merchandising, sales, and marketing roles & develop a career in the fashion sector.

BRANDS WORKED WITH

Ambica Engineers

LGEOM Pvt. Ltd.

Ted Baker

Experience



● Sales Advisor

Ted Baker | Jun 2022 - Now

Part-time work providing excellent customer service, managing inventories, and targeting high sales for the celebrated apparel.

Working as a brand ambassador by providing excellent customer service using effective sales techniques and strong communication leading to client acquisition and demonstrating professional ethics.

Ensured the store's visual standards to meet the company's high standards.

Exhibit strong organizational and planning skills with close attention to detail.

Proficient in using a point-of-sale system and Inventory management.

Marketing the latest collections by enhancing product presentation and customer engagement and achieving KPIs.

Collaborates within a team to achieve weekly targets and deadlines.

Assisting in merchandising & assuring right place, right product & right time.

● Assistant Chemical Engineer

LGEOM Pvt. Ltd. | Sep 2021 - Dec 2021

A Geospatial company providing consultancy for Civil & Infrastructure projects.

Studied and analysed various water components and water tests using scientific techniques and software.

Prepared Groundwater Impact Assessment Reports for Industries.

Complied, sorted, analysed & forecasted the raw data from data gatherers and source documents for ATAL Bhujal Yojana (Indian Government Project)

Contributed to the maintenance of hazard and safety documentation such as casualty assessment.

● Admin Assistant

Ambica Engineers | May 2021 - Aug 2021

Leading Manufacturer of polyurethane products like Flexible Moulded P.U. Foam.

Effectively Organized daily client meetings with empirical feedback from the interactions, contributing to an overall rise in customer satisfaction.

Created a comprehensive client database, ensuring the provision of tailored service plans to exceed customer expectations.

Coordinated follow-up call process to ensure timely responses to client inquiries and optimize response times.

Assisting in stock takes, inventory management and check-up, and supply chain sector of production & stakeholder reporting.

Education & Training

2017 - 2021 ● **Ahmedabad University**

Bachelor of Engineering,

1924 - 2022 ● **University of Greenwich**

Master of Business,