

Contact

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Top Skills

International Sales
Management
Customer Relations

Languages

Hindi
English
Urdu
Malayalam
Marathi

Certifications

Corporate Communication
Store Leader Foundation Program
MIDO GLOBETROTTER
CERTIFICATE
Proficiency in Security Trainings for
Seafarers with Designated Security
Duties

Honors-Awards

Basic Airside Safety Training
Japan Tobacco International
Training
Certificate of Appreciation
Certification in Corporate
Communication
Certificate for FNA Training

Ranji Thomas

Retail Operations Manager
Bardez, Goa, India

Summary

14 Years of enriched experience in International Sales, Marketing, Customer Services, Administration in Asia, Middle East, US & Europe

Specialties: Customer Services, Sales Management, Marketing, Office Administration & Trainings.

Experience

India Retails & Hospitality Private Limited
Retail Operations Manager
June 2022 - Present (1 year 3 months)
Goa, India

Leading as operation head for travel retail stores & company representative for state of Goa, India coordinate with all the stakeholders. Active in store development projects and lead the new store development projects in assigned location. Leading stores operations with net value of turnover 7 Millions.

Freelance.com
Retail Operations Manager
May 2020 - May 2022 (2 years 1 month)
India

Providing assistance in new business development projects for supplies and distribution firms for goods and services in Wholesale, Retail, Manufacturing, Hospitality for APAC, MENA & SEA.

Supporting business houses as a middlemen between buyers and sellers for bulk purchases and selling of FMCG, Retails products.

SIMDI
National Key Account
October 2019 - April 2020 (7 months)
Maldives

Handling key accounts of major resort & retail supplies across Maldives. Accountable for above USD \$1 million turnover from sales(FMCG) and collection for the company . Coordination with market survey team and Business Development team to develop new business .

Dufry Group

Retail Store Manager

May 2018 - October 2019 (1 year 6 months)

Cambodia

Accountable for operation of Dufry Siem Reap Airport (BU) with achievement above USD \$ 3 million monthly from all the stores along with optimum utilization and preservation of inventory value more than USD \$10 millions under my custody by managing great team of above 200 staff.

Representative of company for all the stakeholders at Siem Reap airport .

Starboard Cruise Services

Manager

December 2017 - May 2018 (6 months)

Florida

Generating revenue above USD \$10 million per contract (6 months) by coordination with Merchandise team and Sales team . Representing Company to Ship Management and actively participation in all Maritime activities assigned by the Ship Captain on behalf of Company .

Handling retail stores in cruise ship and develop close business relationship with all the key stakeholders onboard in ship management to develop the business and provides excellent customer service to all the guest onboard.

Managing team from multiple mixed culture from across the globe and provide fastest assistant for any operational challenges onboard.

Maldives Airports Company Limited (MACL)

Sales Manager,Duty Free

June 2013 - July 2017 (4 years 2 months)

Maldives Duty Free

Managing large sales unit for Perfumes/ Liquor/ Luxury Watches/ Sunglasses/ Confectionaries / Souvenirs Stores .Accountable for operation of Duty Free stores with achievement above USD \$ 2 million (monthly) from assigned stores along with optimum utilization and preservation of inventory value more than USD \$ 15 million under my custody by managing great team of above 200 staff.

Engage in staff training programs and represent Company to vendors / stakeholders & others .

Cyryx College

Management Trainer

May 2010 - May 2013 (3 years 1 month)

Maldives

MAF Carrefour(Chase Management International)

Sales Officer

January 2009 - January 2010 (1 year 1 month)

United Arab Emirates

RBS International

Sales Executive

May 2008 - December 2008 (8 months)

United Arab Emirates

Education

Barkatullah Vishwavidyalaya

Bachelor of Commerce - BCom, Finance, General · (2003 - 2006)

St.Thomas Convent Higher Secondary School

Higher Secondary Examination, Business/Commerce, General · (2001 - 2003)