

VINEESH J

Chennai

P : 9578319546

E : jvineesh216@gmail.com

in : <https://www.linkedin.com/in/vineesh-j-030b55177>

OBJECTIVE

I aspire to excel in my profession and contribute towards the growth of a multifunctional organization resulting increase in profits of the stakeholders both as an organization and an individual. Skilled in working under pressure and adapting to new situations and challenges to best enhance the organizational brand. To seek and maintain a full time position that offers professional challenges utilizing interpersonal skills, excellent time management, problem-solving skills and managerial skills

EXPERIENCE

JEGA GARMENTS LLP

June 2021 - Till date

Junior Merchandiser

- Planning product ranges and preparing sales and stock plans in conjunction with buyers.
- Working with other to decide when goods should be at finishing stage process to maximize.
- Forecasting profit and sales, optimizing sales volume and profitability. Presenting findings for the season.
- Planning process for shipments.
- Controlling stock levels based on forecasts for the season

JV SAI AGENCIES

December 2019 - April 2021

Sales Manager

- Achieved performance goals by developing new revenue streams
- increasing sales from existing accounts.
- Tracked stock levels and worked with logistics teams to maintain optimal levels.
- Reported on business transactions and tracked expenses for financial record keeping.
- Surpassed sales targets 90% consistently and maintained solid rankings.
- Increased profits through providing excellent customer service, following established guidelines and auditing sales reports.
- Maintained up-to-date knowledge of competitor products and pricing in market served.
- Increased sales revenue 40% in 2019 and 60% in 2020 while producing annual turnover crossing 1.2 crore

SR ELECTRONICS (SAMSUNG AUTHORIZED CENTRE)

October 2017 - November 2019

Shipping Agent

- Was part of inventory team. Manage inventory tracking system to record deliveries, shipments and stock levels. Evaluates deliveries, shipments and product levels to improve inventory control procedures.
- Analyse daily product and supply levels to anticipate inventory problems and shortages.
- Manages schedules of employees, deliveries and shipments to optimize operations.
- Communicate with inventory employees to meet business goals and address personnel issues.
- Develops business relationships with suppliers and clients

INTERNSHIP

PROMOTIONAL MARKETING

OPPO Mobiles -

- Demonstrate and provide information on promoted products/services and sales.
- Create a positive image and lead consumers to use. Distribute samples, brochures, flyers Identify interest
- Understand customer needs and requirements.

EDUCATION

JAIN DEEMED TO BE UNIVERSITY

2023

MBA in Finance & HRM

NOORUL ISLAM COLLEGE OF ARTS AND SCIENCE

2016

Bcom in Computer Applications

NVKS MATRICULATION HR SECONDARY SCHOOL

2013

Higher SLC

GOOD SHEPHERD MATRICULATION HR SECONDARY SCHOOL

2011

SSLC

LANGUAGES

English
Tamil
Malayalam

SKILLS

Active listening, Adaptability, Attention to detail, Collaboration, Conflict resolution, Creativity, Critical thinking, Decision-making, Effective communication, Emotional intelligence, Empathy, Friendliness,

Negotiation skills, Open-mindedness, Patience, Persuasion, Problem-solving,Ms office ,
