

RESUME

Contact Address:

C SREEKUMAR
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Job Objective

Discover profitable suppliers and initiate business and organization partnerships.
Negotiate with external vendors to secure advantageous terms. Approve the ordering of necessary goods and services. Finalize purchase details of orders and deliveries.
Examine and test existing contracts. Looking forward to build a progressive career in a challenging environment and to present myself with best of my innovative ideas and marketing skills.

Professional Synopsis

- Preparing plans for the purchase of equipment, services, and supplies.
- Maintaining and updating supplier information such as qualifications, delivery times, product ranges, etc.
- Maintaining good supplier relations and negotiating contracts.
- Extensive experience in consistently raising sales and profitability for the company.
- Exposure in tapping areas of growth and proposing new projects to the Management to capitalize on such opportunities through Market Intelligence activities.
- Skilled in maintaining excellent relations with customers to generate avenues for additional business.
- Exposure in managing sales and marketing operations, organizing promotional campaigns & achieving desired goals.
- Possess excellent communication with exceptional interpersonal, Problem Solving, Leadership, Team Building and Presentation Skills.

Education

- B.Com from Monad University in 2015

Areas of Expertise (General Trade, B2B, Procurement)

Procurement

- Supplier performance management, compliance management, and management of the procure to pay Cycle
- Under direct supervision, manages delivery performance, cost and inventory management, and customer satisfaction for established suppliers
- (Supplier Relationship Management) framework • Strategic Planning/Vendor Development/Savings Development/Reporting/Forecasting/Contract

Business Development

- Identifying and developing new streams for revenue growth and maintaining relationships with customers to achieve repeat/ referral business.
- Organizing promotional campaigns, analyzing & reviewing the market response/ requirements and communicating the same to the marketing teams for coming up applications.

Sales & Marketing

- Driving sales initiatives and achieving desired targets with overall responsibility of ROI and exploring marketing avenues to build consumer preference & drive volumes.
- Conducting competitor analysis by keeping abreast of market trends and competitor moves to achieve market share metrics.

Client Relationship Management

- Building and maintaining healthy business relations with business associates including distributors, store managers, whole sellers, retailers etc.
- Enhancing customer satisfaction matrices by achieving delivery & service quality norms.

Channel Management

- Developing and appointing new business partners to expand product reach in the market and coordinating with the dealers & distributors to assist them to promote the product.
- Managing Distribution network & handling transporters, distributors & modes of transportation for the timely delivery of goods to the dealers and distributors.

Team Management

- Monitoring, recruiting & training manpower & ensuring quality deliverables in the market.
- Planning and scheduling team assignments to achieve the pre-set goals within time, quality & cost parameters.

Career Highlights

- Presently working as a Sales Manager with M/s. **SuperK** from 14 Feb 2021 to Till Now
- Presently working as a Procurement Assistant Manager with M/s. **ElasticRun** from 2 Jan 2020 to 12 Feb 2021.
- Past worked as a sales officer in PepsiCo as third party (AKCA) 12 Feb 2018 to 30 Dec 2020.
- Past worked as a Sales Officer with M/s. **Johnson and Smith Pvt Ltd** From March 2016 to 10th Feb 2018.

Job Responsibilities

- Negotiate with external vendors to secure advantageous terms
- Approve the ordering of necessary goods and services.
- Finalize purchase details of orders and deliveries.
- To do the Projects from time to time to increase the Volumes and expanding the business in the respective territory.
- Ensure Procurement as per Business needs Collation of Data and Analysis with detailed Reports.
- Conducting and Coordinating merchandising activities in the market place.

Computer Knowledge:

- Well versed with MS Office (Word, Excel and PowerPoint), Outlook, ERP and Internet Applications.

Personal Details:

Father's Name: C RAMACHANDRAIAH
Date of Birth: 17/08/1992
Marital Status: Married
Languages Known: English, Hindi, Telugu and Tamil.

Date:

Place:

(C SREEKUMAR)