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Date of Birth: 16-08-1985.

Hardik Rajnikant Thakar

SKILLS:

Leadership skills:- Ability to motivate and lead team members, train employees for better accountability and creating self motivated teams

Marketing and business skills: - Good Communication skill, Excellent Negotiator, Adept at conflict management and troubleshooting, Perceptive, Strong Decision Making Capabilities

EXPERIENCE:

Parin Furniture Limited: Parin Furniture is one of the largest Manufacturer of Institutional furniture with operations across India.

Parin Furniture Limited : Jan 2012 To Presently Associated .

Parin Furniture Limited, Ahmadabad — General Manager- Institutional Sales.

Apr-2019 – PRESENTLY ASSOCIATED.

- Have been contributing more than 30% in the total Annual Business turnover of the company for the last 3 Years.
- With the help of intense leg work, have helped establish presence in more than 5 states outside Gujarat.
- Have successfully procured business from Reputed departments like IIT Gandhinagar, IIT Indore , PWD - Delhi , APMSIDC , AAI , U N Mehta
- Contributing team member for the company in all diversified product categories i.e. Medical Furniture, Education Furniture along with office furniture.
- Helped maintain Net Profit of Each project above the set standard
- Actively contributed in creating and execution of SOP in the company at each level.
- Responsible for Training and Development of team members, creating a strong and resilient team.

Parin Furniture Limited, Ahmadabad — Deputy General Manager,

Apr 2017 - March 2019

- Developed a new vertical with civil Contractors and became the highest contributor of the same vertical.
- Got the entry in the Important departments of Gujarat Government which has considerably contributed to the turnover of the company for the last three years .
- Over achieved target by contributing 20% of Private institute project business into total turnover of the company.
- Record for leading public seating vertical for the private institute business.
- Achieved more than 120 % of Target Business in Both financial years .
- In both the year recognized as star performer of the company
- In the period of 2 years, single handedly launched 4 Franchise stores for the company in Gujarat and Rajasthan.

Parin Furniture Limited, Ahmadabad — Regional Manager (Channel Sales/ Dealer Network) ,

Jan 2014 - March 2017

- Historical achievement of more than 150 % target in the year of 2015-2016 and 2016-2017 in both Ahmadabad and Surat branch.
- Frequent winner of “ Maha Day Sales and “ Maha Month Sales “ and Various internal sales competition of the company
- Credited for establishing cash and carry business format in both the branches, it had been followed by other branches thereafter.
- Established and headed “ Loss Prevention Cell “ for the company in the financial year of 2015- 2016 and prevented considerable loss in the company by liquidating a large amount of goods.
- Focused and worked on the challenging regions and product categories across Gujarat.

Parin Furniture Limited, Ahmadabad — Branch Head (Channel Sales/ Dealer Network),

Jan 2012 - Dec 2013

- As Branch Head, developed operational parameters to measure the growth and performance of Business as well as each team member.
- Introduced and Implemented organized ways of approaching channel partner ie. Regular scheduled visit to each partner, Counter analysis, Product Category wise performance analysis , Competitor analysis . etc
- Highest qualifier for channel partner in the “ Dealer Bonanza” scheme from my region in both the years .
- Achieved highest year on year and month on month sales growth for both years along with significant performance in the weak region of Kutch.

Pantaloon Retail India Limited (Future Group) , Surat — Operation Head ,

Jul 2010 - Dec 2012

- Maintaining process accuracy in all departments and other aspects of business.
- Responsible for the smooth functioning of store as a whole
- Second in-charge after store manager.
- Keeping operating expenses in control.
- Shrinkage control.
- Effective in store signage and communication, Cashiering efficiency and general store ambience and cleanliness.
- Chiefly responsible for implementation of store SOPs, adherence to SOPs
- Efficient Brand launching process.

Pantaloon Retail India Limited (Future Group) , Rajkot — Assistant Department Manager ,

Apr 2007 - Jun 2008

- Implementing operational parameters.[Operations]
- Make projection about future sales and strategy for the same. [Strategy]
- Maintain Team Management, leaves & weekly offs.[HR]
- Organize training programs for sales personnel development.[Training]
- Maintain attractive & proper display & category management.[Visual Merchandising]
- Prepare & analyze weekly and monthly reports.[Strategy monitoring]
- Maintaining Teams.[leadership]
- Maintain healthy co ordination & co-operation between team member & team and achieve over all target.[sales]
- Provide adequate guidance & Motivation to achieve targets.[Indirect sales]

Team Member / Team Leader,

Apr 2006 - Mar 2007

- Headed most contributing department of the store for the year (Ladies Ethnic and western)
- Responsible for achieving weekly and monthly sales target of the Department.
- Recognized as “Employee of the Month” twice in a year.
- Active member of Internal Audit team.

EDUCATION

K J Somaiya Institute of Management (SIMSIR), Mumbai — PGDM
Jun 2008 - Jun 2010, Mumbai

Saurashtra University, Rajkot — Bachelor of Commerce
May 2002 - Apr 2005, Rajkot

Gujarat Secondary Education Board, Rajkot — Higher Secondary
May 2001 - Apr 2002, Rajkot