

Enterprising Management Professional with a demonstrated track record of working in the Textiles. Skilled in Business Management & Relationship Management, along with accounting and finance with 5+ Years of Specialize Experience.

## ORGANIZATIONAL EXPERIENCE

### OPERATION HEAD – TEXTILES, RUNG AHMEDABAD

**JULY 17-PRESENT**

#### Key Achievements:

- Proven remarkable Category growth, I have been just provided with **Clothing Category (Women's Wear in kurties with different fabrics)** across India with goal to increase it by **2X**.
- Tie up with the various **agents** and **Adat** so that business can grow steadily as tie up with Adat is more productive because they are having the clients from all over India.
- Tie up with **corporate companies** like **V Bazaar, City kart, City mega mart, Bazaar India** etc based on Gurgaon city they working on **make to order** policies.
- Attending the Fairs like CMAI in Mumbai and various B2B fairs held by Adat in Delhi and Kolkata.
- Initially had End to End ownership & planning of developing women's **Kurta's** category across Ahmedabad, grown by **20%** post Covid through partnering with Strategic Brands, Exclusive Brand and adding Incremental Business through Marketing Activities in 2020.
- Generated highest Banner Marketing revenue at Womenswear Category Level from **0 to 2 L+** monthly in 2020-21 & scaled to **1.5X** Growth & received recognition from BU Head for the same.
- Delivered **10 Cr+** average business volume year over year from 2020 to present

#### Key Deliverables:

- Responsible for managing and driving Business operations with Adat and agents.
- Building selection and Suppliers: Responsible for developing a holistic understanding of market needs and growing selection across sub-categories and brands
- Collaboration with cross functional teams (Ads Sales, Shoot, Demand etc.) to drive strategic projects and initiatives.
- Responsible for key planning metrics like stock inventory, trend Identification, discounting strategy, price correction, identifying the entry, exit price point etc.
- Mentored and managed team of 5+ Sales person

### CENTER MANAGER - ICA, AHMEDABAD

**APRIL 14 – MAY 17**

#### Key Achievements:

- End to End Communication & Planning of developing business by explaining the parents to the main courses which we are having in our institute and received recognition reward from Company owner.
- Built Strategic Business Relationship with all major Portals within 6 months of time to ensure growth.
- Tie Up with different companies to provide an job to the students who are passing out from our institute so my role is generally to negotiate with companies related to payroll for students
- Handling Mainly event which are held in Naseco compound Mumbai for B2B

#### Key Deliverables:

- Implement the business strategy for the Brand in online & offline business and drive sales to achieve business profitability while propagating Brand image.
- Liaise with the online & offline business partners for business opportunities & responsible for all Operational Areas to be work smoothly & E commerce Division P&L responsibility.

**Key Achievements:**

- Assessing the audit reports for an different clients prepare reports in excel, word etc
- **Preparing Audit reports of following**
- (A) AMW cost audit report and cash flows
- (B) Adaniwilmar ltd prepare cost audit reports and maintain a data in excel.
- Coordinate with the client related to data part collect from it and put them in a excel format in a proper manner

**Key Deliverables:**

- Preparing reports in XBRL By using the portal of MCA21
- Preparing service tax reports and vat reports for clients
- Area Of Responsibility : Data management in excel by using formulas using an particular software to prepare an audit reports.

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### ACADEMIC CREDENTIALS

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| • The Institute of Cost Accountants of India(ICAI) ADI CHAPTER <b>INTER PASS</b> | 2012 |
| • National College of commerce - <b>B. Com, 1<sup>st</sup> Grade</b>             | 2011 |
| • Kgk English Medium School – <b>H.S.C, 1<sup>st</sup>Class</b>                  | 2008 |
| • Kgk English Medium School – <b>S.S.C, Distinction</b>                          | 2006 |
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### SUMMER PROJECTS

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**Organisation** : KHATRI EDUCATION CENTER.

**Title** : B2B education software to various classes

**Duration** : APRIL 2012 TO JULY 2012

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### EXTRA CURRICULARS

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- Won 1<sup>st</sup> Prize in Inter Collegiate Group Presentation Competition.
- N.C.C - C Certificate with 'A' Grade.
- School projects like communication and skill development

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### PERSONAL DETAILS

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**ADD:** A3 Kanvrram park,  
Bunglow Area,  
Kuber nagar,  
Ahmedabad 382340

**MARRIED:** YES

**DOB :** 14/12/1989