**CURRICULUM VITAE**



**SANDEEP KUMAR**

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**Overview**

To obtain a position within a company that offers professional growth and

greater Responsibility as well as new challenges, which exercise my skills and

widen my Knowledge and contribute the same towards its growth.

**Professional Snapshot**

* 6.4 years experience ( NOV. 2007 To MAR. 2013) in **COTTON COUNTY RETAIL LTD.,Premises of Nahar Industrial Enterprises Ltd.**
* **One Year Exp. KAXIAA RETAIL INDIA,NEW DELHI Premises of GOC FASHION Ltd. Manesar, Gurgaon ( HARYANA)**
* One year exp.**Marketing as (ASM) with GRASIM ( ADITYA BIRLA GROUP)**

Extensive experience in consistently raising sales and profitability for the company.

**Roles and Responsibilities**

* **Sales Achievements against Set Targets for the Stores.**

**Key Responsibilities (Secondary sales) :**

* Implementation of Schemes/Promotion as per HO Instructions.
* Training to counter staff at franchisee.
* Guideline to franchisee while selection of stock
* Guideline to franchisee on how to generate footfall and convert the same into sale

**Key Responsibilities (Primary sales) :**

* **Looking all the operational issues of marketing**.
* Help the new franchisee in making lay outs as per our company standard.
* Follow up with party for payments according to his sale.
* Product feedback –quality, style, colors, quantities, price etc.
* To visit the showrooms in order to check the ambience as well as sale.
* Analysis of Fast Moving, Slow Moving, Articles.
* **Inventory Management**
* Review and analyze stock and sales reports monitoring over and under stocks, implementing corrective action to be taken.
* Ensure proper display new ranges / end of ranges.
* Monthly feedback on all aspects of Sales performance, Stock positions, Special events & promotions.
* Product feedback –quality, style, colors, quantities, price etc.
* Reduce the stock loss to minimal level.
* **Reports & Systems**
* Update and analysis of sales, inventory reports, discuss with Vice-President/Associate Vice-President for sending necessary feedback to Concept Office.
* **Trading Calendar & Seasonal Planning**
* Execute annual event calendar as per plan.
* Identify stock to be cleared during events.
* Ensure all store sales, promotions are planned effectively, executed promptly and maintained professionally.
* **Personnel Development**
  + - Assist in the selection and recruitment process.
    - Ensure all disciplinary procedures and staff movements are dealt with correctly.
    - Creation of an environment which conducive to a high store morale.
* **Computer Knowledge**
* MS Office-MS Excel, MS Word, MS Power Point .
* SAP,Internet.
* **Educational Background**
* **MBA (Marketing)** 2005-2007, **CT Institute Of Mgt. & IT Jalandhar (Punjab.)**
* **B.A. (Arts & math)** 2001-2004, **Govt Arts & Science College Talwara (Punjab).**

* + **Internship Details**

Duration - 3 Months (June 2006 – August 2006)

Organization - Nahar Industrial Enterprises Ltd, Laldu Distt.Mohali (Punjab)

Project Title - Customer Behaviour & Comparison Of Cotton County Garments

With Other Brands .

● **Languages**

English,Hindi,Punjabi

* **Personal Profile**

Date of Birth: 1st June, 1983

Father’s Name : Sh.Naseeb Singh

Permanent address : Vill.& P/O--Riri,Teh--Jaswan Kotla,Distt.- Kangra

Pin code--- 176501 ( H.P)

Date:-\_\_\_\_\_\_\_\_\_

Place:-\_\_\_\_\_\_\_\_\_ **(SANDEEP KUMAR)**