



# MR. NITIN SAMIR GOSWAMI

## BUSINESS OPERATIONS & MARKETING MANAGER

### CARRIER OBJECTIVE

To Become A Unique Link In Building A Strong And Rewarding Experience Between Employee & Employer, By Deploying Skills Acquired Through Academic Education and Practical Learnings By Effective & Efficient Management.

I am Passionate for Achievement of Professional and Personnel goals with High Assertiveness and Empathy.  
Flexible in Adapting to New Technologies and Acquiring Skillsets.

Positive Attitude combined with Aptitude & Gratitude  
I want to become a Valuable Asset with No Substitute.

### CONTACT

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### AWARDS & RECOGNITION

- Won **CFP SIGMA Award** In **2023** For Mangaldeep Agarbatti
- Won **GOG (Guardian Of Gold Flake)** In **2022** For Driving High Distribution & Sales Number In Gold Flake Category

### WORK EXPERIENCE

#### AREA EXECUTIVE @ ITC LIMITED, JAN 2021 – TILL DATE.

- Leading Loyalty Division for Nagpur Branch, On Shop & In Store Merchandising, Increasing Brand Impact & Strengthening Consumer Base & Inclination Towards Focused Products
- Sales Revenue Of **2.38 Cr** For **Foods** & **0.32 Cr** For **PCP** Division For Nagpur Branch Outlet Base
- Handling 8 Distributors In 8 Cities For Sales & Distribution Through A Team Of 46 Salesman & 4 TL's With Sales Revenue Of 12 Million ITD
- **(Trade Marketing & Distribution)** Performing tasks and activities to Establish and Strengthen Trade Relations, Omni Channel Marketing & Vendor Management
- Increasing Distribution Both Volumetric and Weighted Through **ATL & BTL Activities**
- Conflict resolution, Strategic Planning & Marketing, Capacity Planning, Capital Budget, Claims Settlement, Pay-out Disbursement & Channel Management
- Distribution Management, Facility Management, Inventory Control, Multi Site Operations, Resource Management.
- **(MLCS)** Competitor Analysis and accordingly adapt subsequent Market Level Competitive Strategy.

#### Sr. ENGINEER @ SHLOKA INFOTECH, APR 2013 – AUG 2019

- Business Process Designing, Requirements Analysis, Delivering Functional Solutions & **Blueprint Designing** For Businesses
- Configure & Implement SAP Modules To Amplify Functioning, Specifying Interface, Reports, Workflows & Forms
- Business Analysis, Need Identifications, Process Planning & Resource Optimization And Performance Boosting
- Preparation Of **Requirement Documents, Wire Frames Designs, Process Flow Charts**, Dashboards & Business Metrics
- Data Analysis, Extraction, Compilation & Visualization, Log Preparations, Data Warehousing
- Installation Of **ERP**, Systems Servers & Designing IOT systems For Business & Production Requirements
- Analyzing The Critical Avenues & Defects, Customer Service, Needs Assessment For **SAP Solution Implementation**
- Interactive Presentations, Merchandising, Improving User Interaction & Experience
- Procurement, Managing IT System Development & Implementation, Product Management, Resource Management.
- **RFP / RFQ / RFI**, Contract Negotiations, Operating Budget, Project Deliverables & On Time Completion

## COMPETENCIES

- Analytical Data Analysis, Critical Thinking & Logical Reasoning
- Solution Oriented Mindset With Problem Solving Skills
- Strategic Thinking Combining Conceptual Business Situation & Practical Applications
- Strong Presentation Along With Effective Communication & Active Listening Skills
- Strategizing, Planning & Goal Setting
- IN Store Merchandising, Marketing & Branding
- Trade Marketing & Distribution Management
- Cross Functional Team Management

## HOBBIES

Learning New Technology.  
Cooking & Trying New Recipes  
Travelling & Exploring The World

## GRADUATE ENGINEER TRAINEE @ SOMA ENTERPRISES, NOV 2012 – MAR 2013.

- **Site In Charge** At **Bridge No.92** Over Vaitarna River at Vaitarna Station Reach 1 For Client **DFCCIL**.
- Site Surveying, Map & Plan Preparation With Hands On Experience On **Total Station & Auto Leveler** Equipment
- Quality Control, Requirements Assessments, Reporting & Tracking Project Progress, Risk Assessment & Manpower Management
- Piling, **Marine Pile Boring**, Girder Casting
- **Pile Load & Plate Load Testing**.

## EDUCATION

### MASTERS in BUSINESS ADMINISTRATION [BUSINESS OPERATIONS & MARKETING], SRCOEM 2019-21.

- Secured **7.96** C.G.P.A in First Semester.
- Secured **8.23** C.G.P.A in Second Semester.
- Secured **8.77** C.G.P.A in Third Semester.
- Secured **8.82** C.G.P.A in Fourth Semester.

### BACHELORS in ENGINEERING [CIVIL ENGINEERING], SRCOEM, 2012.

- Achieved **66.53 %** Aggregate.

### H.S.S.C [SCIENCE (ELECTRONICS STREAM)], SINDHU MAHAVIDHALAYA, 2007.

- Scored **61 %**.

### S.S.C HINDUDNYANPEETH CONVENT, 2005.

- Attained **74.40 %**.

## CERTIFICATIONS

### SIX SIGMA GREEN BELT [COURSERA], 24TH SEPTEMBER 2021.

- Six Sigma Advance Define & Measure Phase
- Six Sigma And The Organization (Advance)
- Six Sigma Advance Improve & Control Phase
- Six Sigma Advance Analyze Phase

### C & C++ [CHESTER INSTITUTE], 8TH AUGUST 2009.

- Coding & Computer Programming Using C Language

### MSCIT [M.S.B.T.E], JULY 2006.

- Sustained **94 %**.

## DECLARATION

I, The Undersigned Hereby Declare That The Information Stated Above Is True To The Best Of My Knowledge.

DATE:  
PLACE:

(  
Mr. NITIN SAMIR GOSWAMI.)