

# NISHCHAIY TALWAR

Bangalore India

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## PROFESSIONAL SUMMARY

Transforms high-potential employees into exceptional leaders who exhibit the creativity and savvy necessary for financial and operational success. Effective communication with key clients, accountants, and external stakeholders in the business. A versatile and innovative management professional who can see the "big picture" while also paying attention to the details. By effectively weighing corporate objectives and providing timely advice, adept at enabling company growth and key operational improvements. Organized sales operation with knowledge and abilities to coordinate successful promotions. Blends traditional and contemporary techniques to maximize reach and customer acquisition. Offers 11 years of experience and excellent planning and problem-solving abilities paired with a data-driven mindset.

## EXPERIENCE

### **Area Sales Manager - Deputy Manager** at Reliance Industries Ltd.

Bangalore, June'24 – Present

- Achieved an annual target of 12.60 Cr in FY 25 for Vimal and Georgia Ghullani brands
- Handling the channel with PV, PW, and Combo to generate Business.
- Attending queries/ complaints of dealers, related to our products & providing a satisfied answer to their query
- Co- coordinating with concerned authorities, team, and HO.
- Control and collect the payments as per the norms of the company.
- Resolved escalated customer complaints by proposing satisfactory solutions, maintaining high levels of customer satisfaction.
- Managed inventory levels across various sales territories to meet demand without overstocking

## **Area Sales Operations Manager - Assistant Manager at Raymond Limited**

Nagpur, Nov'22 – June'24

- Area Sales Manager for territory of East MP & Chhattisgarh
- Planning and achieving the sales targets by increasing footfalls and ensuring excellent customer service
- Implementing measures of cost control & developing new avenues for promoting the business
- Participate in audits and reviews to meet the desired standards of Company.
- Responsible for grooming and development of staff for future roles.
- Resolving customer complaints and grievances.
- Ensure VM standards are met at the store.
- Identifying, qualifying and pursuing business opportunities through market surveys and mapping a per target store opening plan.
- Continuously explore expansion opportunities and closely monitor competition expansion plans.
- Coordinating with Documentation team, Projects & legal team to arrange the Relevant Documents (LOL Agreement) before and after the execution of Lease / Agreement, Mall management or the Landlord

## **Areas In charge of Retail Hub Solutions Ltd. (Raymond Ltd.)**

Bangalore, Jan'19 – Nov'22

- Handling the territory of Bangalore (Urban) and South Karnataka.
- Generating Revenue of 45 crore and collecting the Payments from Franchise, Retail and Wholesaler....
- Preparing internal order sheets.
- Attending queries/ complaints from dealers, related to our products & providing a satisfied answer to their query.
- Oversaw the suiting department's daily operations, which generated 45 Cr annually.
- Developed long-term relationships with clients through excellent customer service interactions.
- Established effective working relationships with clients and distributors to develop and promote Suiting products, resulting in an increase in revenue of 45 Cr. per year.

## **Marketing executive at Ultra Denim Pvt. Ltd.**

Surat, May'17 – Jan'19

- Devised marketing strategies based on extensive research and the identification of specific prospects
- Worked with communications team to drive internal promotion of company programs, initiatives,
- guiding principles and mission.
- Product development operations, including budgets, expenditures, and research, were reviewed,
- Wrote crisp and interesting marketing copy to engage target consumers and drive sales.
- Ensured that client inquiries were handled professionally and efficiently.

## **Sales Executive at Zodiac Clothing Ltd.**

Pune, Sept'13 – May'17

- Increased overall revenue 97% from Zodiac Readymade sales through effective salesman and excellent negotiation skills.
- Kept up with industry trends to better understand customer needs, product effectiveness sales strategies
- Traveled to over 30 locations to sell Readymade Shirts efficiently and successfully
- Kept detailed records of sales progress, inventories, and marketing success to better align goals with company priorities.
- Kept track of customer purchasing patterns, market conditions, and competitor actions to adjust strategies and meet sales targets.
- Respond to customer questions and requests in a prompt and efficient manner

## **EDUCATION**

Master of Business Administration-Nagpur University

Specialization: -Marketing and Finance (Dual Specialization)

July 11 – August 13

Bachelor of Business Administration-Nagpur University

Specialization: - Finance

July 08 – June 11

## **SKILLS**

- |                                     |                            |
|-------------------------------------|----------------------------|
| • Closing strategies                | • Goals and performance    |
| • Extensive personal network        | • Order management         |
| • Sales processes                   | • Sales analysis           |
| • B to B sales                      | • Communications           |
| • Trade requirements                | • Business operations      |
| • Business development and planning | • Problem Solving          |
| • Operations                        | • Team management          |
|                                     | • Relationship-development |

## **LANGUAGES KNOWN**

- English
- Hindi