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Summary

As an experienced Training Manager with over six years of experience in the beauty industry, I have had the privilege of working with some of the most renowned brands in the industry, including Lakme, Ponds, Tresemme, Dove, and many more. I am proud to be associated with LTA School of Beauty, India's largest international beauty academy and a training partner of Hindustan Unilever Limited.

My expertise lies in delivering high-quality sales and operational training to beauty advisors, ensuring that they are equipped with the knowledge and skills needed to provide shoppers with an awesome shopping experience. Over the years, I have developed an extensive skill set in training, data analysis, and relationship management, which has helped me to excel in my role as a Deputy Area Training Manager at LTA School of Beauty.

As a Zonal Training Manager, I have been responsible for training and motivating my team of three trainers in Bihar Jharkhand, ensuring that they remain active and motivated at all times. I take pride in conducting group training sessions, induction programs, and monthly operating cycle meetings, where I activate work plans for the coming month and provide product training to my team.

My experience has enabled me to develop excellent communication and relationship management skills, which have been instrumental in managing a good relationship with franchisee owners in modern and general trading stores. I am also adept at ensuring that every counter and beauty advisor follows all the standards and rules set by the brand on a daily basis, making and analyzing DSR, sales productivity reports, defaulter counter reports, grooming and knowledge reports, and auditing beauty advisors.

In recognition of my achievements, I have been honored with the Best Trainer Award in India for three consecutive years - 2017, 2018, and 2019. I have also worked as an On-Job Trainer and Sales Manager, where I honed my skills in training, Microsoft Office, Excel, and PowerPoint.

I am passionate about imparting knowledge and skills to aspiring beauty advisors and am committed to delivering excellence in everything I do. If you are looking for an experienced and dedicated training manager with a proven track record of success, please do not hesitate to get in touch with me.

Experience



Deputy Area Training Manager

LTA School Of Beauty - India's Largest International Beauty Academy

May 2022 - Present (1 year 1 month)

I am pleased to announce that I am now serving as the Deputy Area Training Manager. As a trainer for LTA School of Beauty, a training partner for Hindustan Unilever Limited, I am responsible for providing sales, operational, and product training to beauty advisors for Lakme and Ponds brands in Bihar and Uttar Pradesh.

In recognition of my hard work and dedication, I was awarded the Best Trainer Award in India for three consecutive years - 2017, 2018, and 2019, and was promoted to the position of Zonal Training Manager

in February 2020. In my role as a trainer, I work closely with franchisee owners, conducting group training sessions and monthly operating cycle meetings.

As the Deputy Area Training Manager, I am responsible for managing and motivating our team of trainers, as well as analyzing sales productivity reports and grooming and knowledge reports. I also conduct audits of beauty advisors to ensure that they adhere to the brand's standards and rules on a daily basis. I visit and meet with all 150+ beauty advisors in 60 days to ensure that they provide a great shopping experience to every customer.

Furthermore, I work closely with a data analyzer team of six people, handling data from all over India. With my experience and expertise, I strive to provide the best training and support to our team and ensure that our beauty advisors are equipped with the skills and knowledge to succeed.



Zonal Training Manager

LTA School Of Beauty - India's Largest International Beauty Academy

Mar 2019 - May 2022 (3 years 3 months)

As a Zonal Training Manager, I lead a team of three trainers in Bihar and Jharkhand and am responsible for ensuring their motivation and productivity. I analyze sales productivity reports, defaulter counter reports, grooming and knowledge reports, and conduct audits of beauty advisors to ensure that they follow all the standards and rules set by the brand on a daily basis. I also visit and meet with all 150+ beauty advisors in 60 days to ensure that every counter and beauty advisor follows the standards and rules set by the brand. Due to my performance I promoted as Deputy area training manager in May 2022



On Job Trainer

LTA School Of Beauty - India's Largest International Beauty Academy

Mar 2017 - Mar 2019 (2 years 1 month)

From March 2017 to March 2019, I worked as an on-job trainer for LTA School of Beauty, which is India's largest international beauty training partner for Hindustan Unilever Limited. I was responsible for training beauty advisors for Lakme and Ponds brands in Indore and Lucknow. I visited 4-5 counters on a daily basis to conduct audits and coaching, provided feedback and coaching on developmental areas, participated in various trainings to upgrade my own product knowledge, and highlighted issues faced at the counter in the implementation of skills learnt through training.

In recognition of my hard work and dedication, I was promoted to the position of Zonal Training Manager in 2019.



Sales Manager

Amrapali Aadya Trading & Investment Private Limited

Oct 2015 - Jan 2017 (1 year 4 months)

I am currently working as a Relationship Manager at Amrapali Aadya Trading & Investment Private Limited, a subsidiary company of the renowned Amrapali Group. Our group is involved in various sectors, including Real Estate, Precast Manufacturing, Films Making, Entertainment, FMCG, Hospitality, Education, and Finance.

As a Relationship Manager, my primary responsibilities include recruiting and managing a team of Relationship Managers. I provide them with ideas for generating leads and opening Demat Accounts for clients, and ensure they meet their sales targets.

Moreover, I keep my team updated with the latest market news, provide them with trading calls, and execute trades on behalf of our clients. My aim is to provide the best possible service to our clients, and help them make informed decisions when it comes to trading and investments.



Area Sales Manager

Avkul Marketing Private Limited

Feb 2014 - Aug 2015 (1 year 7 months)

In my previous role, I managed business operations in five districts of Bihar, including Bhagalpur, Khagaria, Purnia, Munger, and Katihar. The company primarily focused on marketing cattle feed and bio fertilizers.

During my tenure, I established a mother depot in Bhagalpur and successfully onboarded distributors and dealers in all five districts. This led to a significant increase in sales and revenue for the company



Operational Internship

Big Bazaar (Future Group)

Aug 2013 - Sep 2013 (2 months)

I completed an internship at Big Bazaar, where I received training from the Assistant Store Manager. During this training, I learned about sales in all segments of the store, as well as merchandising and presentation techniques.

Education



Cybotech Campus, Patna (affiliated to Sikkim Manipal University-DE)

Bachelor of Business Administration (B.B.A.), Business, Management, Marketing, and Related Support Services

2011 - 2015

Independent Campus Reporter of Htcampus.com: Sharing daily basis news,reports,articles to HTcampus.com



R.S College,Tarapur (BSEB)

Intermediate, Arts ,History,Political and Economics

2008 - 2010



National Education Council

Diploma in Computer Teachers Training Program, Data Entry/Microcomputer Applications

2008 - 2009

Had Diploma of Computer Teachers Training Program and scored A++.

Licenses & Certifications

 **IAB Digital Marketing and Media Foundations Certification** - Google
ZE8 32B 8DL

 **Google Data Studio** - Google

 **Tableau Desktop Certified Professional Certification** - Asean Online Education
AOE

 **Advanced Google Analytics**

 **Building Interactive Dashboard** - Skill Nation

Skills

Training • Microsoft Office • Microsoft Excel • Advance Excel • Microsoft PowerPoint • Team Management • Customer Service • Tableau • Google Data Studio • Google Analytics