

MR. AMOL BABU DAMAKALE



Contact

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Tah- Palus, Dist- Sangli, Pin Cod
e- 416310.

Personal Details

Date of Birth : 19/03/1988

Nationality : Indian

Skills

●Operation Management 80%
●Business Development
Management ●Customer
Relationships Management
●Sales and Marketing ●Team
Management / Team Handling
●Excellent Communication
Skill ●Market Analysis
●Problem Solving ●Decision
Maker ●Targets Achievement
●Purchasing

Languages

■English ■Hindi ■Marathi

Interests

Reading books and watching
technical videos.

OBJECTIVE

Operation Management, Sales & Service professional with 7 years experience proven hard work, Team work, Customer service, Time management skill, Communication skill to effectively fill the position in our reputed organization.

EXPERIENCE

Sanjay Ghodawat Group

AREA OPERATION & SALES MANAGER

JAN

2022 -

Continue

- Manage day to day operations within the organization.
- Visiting the stores and assisting the retail store manager in planning, organizing and implementing strategies to attract customers.
- Make sure the neat and clean, discipline store operation in all allocated areas store, conduct regular audits to ensure the store is functionable and presentable.
- Focus on Business Development opportunities.
- Coordinate with NSO team and BD team for new more store opening and functioning smoothly on given time.
- Focus on increase the store sales by coordinating with marketing team.
- Make an campaign in local areas for Increase ratio of walking customers and sales.
- Do the bulk order sales in allocate area.
- Use various independent sales strategies for bulk sales.
- Coordinate with category manager, DC manager for price rate and brand purchase and sales.
- Creat and handle vendor relationship management.
- Analyze the market research and represent the data on weekly meeting to senior management.
- Make an offer to near expiry products and arrange the RTV and DC return.
- Evaluate employee performance and identify hiring and training needs.

- Coach and support new and existing Sales associate and manager.
- Train staff on daily responsibilities, brand promotions and customer service activities.
- Coordinate daily customer service operations (e.g Stocks, cash and sales orders)
- Send the DSR and other reports on daily basis to senior reporting manager.
- Check and store the Maintain data of Near Expiry, Expiry and Damage products in all stores.
- Make and maintain staff salary, store monthly expenses details and vouchers verify it and send it to account dep. for the approve next process.
- Monitor and maintain store inventory daily basis.
- Coordinate with DC manager for timely delivery stock to the store.
- Communicate with clients and evaluate their needs.
- Analyze consumer behavior and adjust - products positioning for better results.
- Monitor retail operating costs, budget and resources.
- Devlope strong working relationship with potential clients for new business opportunities within assisgned area.
- Devlope marketing plans to achieve sales - targets and increase brand visibility within the assigned area.
- Act as our store's representative and set an example for our staff and managers.
- Make sure all employees adhere to company's policies and guidelines.
- Make a Deal Institutional sales with Vendors, Distributors and sellers.
- Create good relationship with them for future

deals.

- Deliver client's ordered stock in given time.
- Responsible for parties payments and great service.
- Coordinate with DC and purchase department for stock availability and rate confirmation for make a deal done.
- Managing organizational sales by developing a business plan that cover sales, revenue and expense control.
- Create good sales team and training and support them about sales.
- Collect the daily store sales report analyze it and send it to senior.
- Help and support team to achieve sales goal by successfully Managing sales team.

E Store India (Axis E Corp Solution Pvt Ltd)

AREA MANAGER OP. & SA. / AREA PURCHASE
MANAGER

FEB
2021 -
JAN
2022

- ✓ Completes store operational requirements scheduling and assigning employees following up on work results.
- ✓ Maintains store staff by recruiting, selecting, orienting, and training employees.
- ✓ Maintains store staff job results by coaching, counseling, and disciplining employees planning, monitoring, and appraising job results.
- ✓ Coordinate with NSO team and BD team for opening and smooth operating new store by given time.
- ✓ Vendor relationship management and stock availability for newly opened store.
- ✓ Achieves financial objectives by preparing an annual budget scheduling expenditures analyzing variances initiating corrective actions.
- ✓ Identifies current and future customer requirements by establishing rapport with potential and actual customers and other persons in a position to understand service requirements.
- ✓ Ensures availability of merchandise and services by approving contracts maintaining inventories.
- ✓ Formulates pricing policies by reviewing merchandising activities determining additional needed sales promotion authorizing clearance sales studying trends.
- ✓ Markets merchandise by studying advertising, sales promotion, and display plans analyzing operating and financial statements for profitability ratios.
- ✓ Secures merchandise by implementing security systems and measures.
- ✓ Protects employees and customers by

providing a safe and clean store environment.

✓ Maintains the stability and reputation of the store by complying with legal requirements.

✓ Determines marketing strategy changes by reviewing operating and financial statements and departmental sales records.

✓ Maintains professional and technical knowledge by attending educational workshops reviewing professional publications establishing personal networks participating in professional societies.

✓ Maintains operations by initiating, coordinating and enforcing program, operational, and personnel policies and procedures.

✓ Contributes to team effort by accomplishing related results as needed.

AREA PURCHASE MANAGER

- ✓ Maintaining the purchasing policy and ensuring that all purchases adhere to it. An executive would set the policy as well.
- ✓ Maintains all area stores and materials
- ✓ Conducting research on potential products, vendors, and services, and comparing price and quality to ensure the best deal.
- ✓ Order purchase from local vendors for all stores.
- ✓ Do available stock from local vendors for new store opening.
- ✓ Maintain a good relationship with vendors for a future purchasing.
- ✓ Clear all payments and oversee the store stocks.
- ✓ Meeting with vendors and clients to negotiate the best contracts.
- ✓ Monitoring inventory and writing orders to refill stock.
- ✓ Updating all records of purchased products.
- ✓ Writing reports on purchases made and performing cost analyses.
- ✓ Choosing the suppliers that the company will deal with and maintaining the legal interaction with them.
- ✓ Managing any SLA's (Service Level Agreements) that may be in place and managing any Master Agreements between the suppliers and the company.
- ✓ Maintain updated records of purchased products, delivery information and invoices.
- ✓ Budgeting, costing and cost saving after reviewing the management information available.

Anand Bazar

STORE MANAGER

2019 -
2021

- Manage staff daily routine work and achieving growth and hitting sale targets by success managing the sales team.
- Apply and maintain Hotel and restaurant rules and regulations.
- Focus on customer satisfaction by delivering timely and quality services.
- Maintaining the Customer and vendor relationship.
- Communicate with customers for review of service and any other issues.
- Maintain restaurant neat & clean with regular refilling products with FIFO (First in First out) systems in kitchen godown area.
- Responsible for best service and quality food from kitchen to customers plate.
- Organize events with tie-up with local event companies.
- Order purchase from local vendors, dealers.
- Oversee the inventory, inventory out of stock.
- Keep records of purchased, sales and hotel restaurant operation.
- Everyday briefing the staff arrange the staff duty on emergency services.
- Meetings with old and new vendors and negotiate with raw materials prices.
- Designing and implementing a strategic sales plan that expands customer base and ensure its strong presence.
- Arrangement for booking parties and events.
- Attend and arrange corporate and small event parties tie-up with event companies.
- Resolve customer problems and issues.
- Work with internal departments such as the marketing team.

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- Collaborate with staff to develop store management and business revenue.
 - Managing recruiting, objectives setting, coaching and performance monitoring of staff.
 - Create report of month sales and send it to management team.
 - Achieving growth and hitting sales targets by successfully Managing the team.

Tata Sales & Service Center [Atharva Automobiles]

2017 -

SALES & SERVICE MANAGER

2019

- Assist customers and communicate with them to listen and understand their issues about vehicle and other resolve it.
- Focus on customer satisfaction and company growth.
- Achieve sales targets performance and monitoring and support team to get best outputs.
- Provide staff training and develop staff with regular market requirements.
- Monitoring various vehicles regularly to identify and escalate issues and follow up to ensure that resolved it on timely.
- Develop customer relations good with company, increase clients to tie-up with company with fully satisfaction.
- Create and Maintain good relationship with vendors and dealers.
- Manage spare parts from market in emergency
- Recruit the best staff for Co. and training them time to time.
- Check and maintain all spare parts in the stock.
- Oversee and directing day to day operations to mechanic and other workers for daily works.
- Maintain workshop quality standards.
- Deliver high quality and timely service to clients with an efficient service team.
- Identify area of cost control and manage expenses within allotted budget.
- Do customer semi billing and forward it to account department for final billing.
- Pay the vendors bills.
- Send all sale and service records to seniors at the monthly.
- Maintain best service to clients.

- ✓ Monitoring various vehicles regularly to identify and escalate issues and follow up to ensure that issues resolved at right time.
- ✓ Handle customer complaints and ensured high customer satisfaction standards.
- ✓ Promote the service facility to increase repeat business.
- ✓ Ensuring the highest level of customer satisfaction.
- ✓ Scheduling and distribution of work to effect maximum output.
- ✓ Manage consistent sales growth and profitability.
- ✓ Meet and exceed goals and quotas based on previous year performance.
- ✓ Handle open and close procedures and money handling.
- ✓ Advice and explain to customers about problems details.
- ✓ Verifies warranty and service contract coverage, developing estimates, writing repair orders, and maintaining customer report and records.
- ✓ Ascertains automotive problems and service by listening to customer's description of symptoms, clarifying description of problems, conducting inspection, taking test drives, checking vehicle maintenance report and examining service schedule.
- ✓ Solving customers complaints regarding their vehicles with solution assurance customers satisfaction.
- ✓ Explains to the customers what necessary repair were required and the coast and the length of time to complete the repairs.
- ✓ Following up with mechanic and other team to clear vehicle on given date and time.

EDUCATION

Kolhapur University	2013
B.E. Mechanical Engineering	
1st	
Indian Technical Education Society	2011
Diploma in Mechanical Engineering	
2nd	
Google Digital Garage	2020
The Fundamentals of Digital Marketing	
Mahatma Phule Technical High School and Junior College	
Mechanical Technology	2009
2nd	
Mahatma Phule Technical College	2007
HSC	
2nd	
Mahatma Phule Technical School	2005
SSC	
2nd	
Indian Education Society	1998
General Knowledge	
2nd	
Indian Education Society	1997
General Knowledge	
1st	
Indian Education Society	1997
Mathematics	
2nd	