

RESUME

PAWAN KUMAR PANDEY
Area Sales Manager

(1) Present Add- 3059, Police Chauki,
Nirala Nagar, Sultanpur Uttar Pradesh,
Pin No.228001
(2) Permanent Add- Village-Raghunathpur,
Post- Kurcha, Vaya-akbarpur, Dist- Ambedkar
Nagar, Up.224122
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Objectives:

Obtain a challenging leadership position applying creative problem solving and lean management skills with a growing company to achieve optimum utilization of its resources and maximum profits.

Total Experience:

- A dynamique Professional having combined experiance of 15+Years of expérience, and Retail+Sales marketing business Operations.

Strengths:

- Goal Oriented, Believe in teamwork, Analytical work.

Key IT Skills:

MS Word, Advance Microsoft Excel-2007 (Experts- Pivot table, V-Lookup etc. MS Power point, MS-Outlook, Internet access. On job experience in SAP ECC 6.0

Organizational Experience:

- **SURYA FOOD & AGRO LIMITED** **jan-2022 to till date**
(Area Sales executive)
Working with 7-team member, HQ. - sultanpur, amethi,pratapgarh,jaunpur,ayodhya,rai barely 6 super stockiest & 80+dbr. Handeling.
- **SUPREME LORD BUSINESS GROUP** **jul-2021 to dec.-2021**
(Area Sales Manager)
Working with 12-team member, HQ. – lucknow east up.
Frenchisee & ss. Distributer handeling
- **Haldiram Bhujawala Limited.** **Feb-2020 to june-2021**
(Area Sales Manager)
East UP and Central UP.
- **Kottaram Agro Foods Pvt. Ltd.** **Jun-2019 to Jan-2020**
(Area Sales Executive)
Working with 10-team member, HQ. –Ajodhya, Faizabad, Sultanpur, Pratapgarh, Ambedkar Nagar,

Area Brand- Soulful generate super stockiest, & distributor, for retailing.

- **DS Spices co Pvt. Ltd.** **May-2017 to Jun-2019**
(Sales Officer)
Working with team member's HQ-Sultanpur, Pratapgarh, Amethi, Allahabad, aria catch masala create distributor, order, primary, secondary, collection.
- **Marvel Tea Estate India Ltd** **Feb-2015 to May-2017**
(Sales Officer)
Working with team HQ- Ambedkar Nagar, Azamgarh, create Super stockiest & distributor, for retaining
- **SAHARA Q SHOP (TEAM LEASE SERVICES LTD.)** **JUNE-2012 TO JAN-2015**
(Sr.executive)
Working with team HQ- faizabad,sultanpur,amethi van –retail, wholsale & distributer
- **Vishal Retail Ltd.** **May-2003 to april-2012**
(Sr. Executive)
Last during resignation, we leave at post of Sr. Executive. Ware House In-charge, Executive, Production Manager at Factory & QC. Of Merchandise In between 11 Years work at there.

Functional Skill Set + Business Analysis:

Extracting data from Genesis and making reports like Sales Trends Analysis, Price Movement's Analysis, Stocks v/s Sales, GRC v/s Sales, Apparels v/s Non -apparels, discounts & GM percentage Analysis etc.

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Merchandise Planning:

- Allocation of the merchandise to all the stores with respect to potential and grade of the stores.
- Stock cover analysis to ensure effective replenishment of stock.
- Sell through analysis to check the performance of the merchandise.
- Identifying the slow nonmoving, defective and damage merchandise and plan accordingly to liquidate it.
- Follow up with the warehouse for ensuring timely delivery of the stock to the stores to prevent out of stock situation.
- Managing the private label brands in order to maximize the contribution to total sales.
- Coordination with the buyers for the availability of merchandise in the warehouse, new stock arrival and provide regular feedback about the products

Supply Chain Management & Replenishment:

- Developing a stocking pattern for warehouses to optimize stock holding at all times checking & reordering for replenishment of stocks.
- Updating and implementing all warehouse activity as per SOP.
- Controlling all warehouse activity & developing new processes to achieve better

inventory management with the logistics activities.

- To track the goods in transit and according to plan them for further dispatch.
- To keep in keen sight on short & excess of stock
- To keep track of Stock Transfer Order (STO), Purchase Order (PO), GRC.
- Prepare & analyze MIS reports on daily, weekly & monthly basis.
- Analysis of previous sales (daily/weekly/monthly) and Manage the material dispatch to stores.
- To co-ordinate with store or outlets for right dispatch of product.
- To co-ordinate with Lob and Merchant, take Time & action plan for reverse logistics loads.
- Ensure that all inbound consignment is picked up from the transporter and receive at warehouse in time through proper logistics management with co-ordination of Merchants.
- To prepare Monthly Review of Supply chain & logistics Dept. & present the same to managements achievements & improvements in supply chain Prepare weekly, fortnightly, monthly reports like Growth/De-growth Sales for stores, GRC for the warehouse, dispatch to stores etc.
- Analysis on critical factor in retail like PSF, Gross margin, Mark Down percentage.

Core Competencies:

Proficient or familiar with an array of Software, OS, Budgeting and Planning concepts:

- Sourcing & Procurement	- Business Operations.	- Windows 7
- Vendor Management	- Report's analysis &	- Office 2007 & 2010
	- SAP 6.0, Genesis	- SAP 6.0, Genesis
	Manpower & resource	- Mailing and Internet
	Management.	Operations

Education:

B.A, Hindi Prachin Itihaas:

A) Dr. Ram Manohar Lohia Awadh University, Faizabad up. Year of completion: 2002
Marks: 59.

Intermediate:

B) Sardar Patel inter college Ambedkar Nagar, up. Year of completion: 1999 Marks: 64.

High School:

C) N.d.i.c. Jabalpur, Ambedkar Nagar, and Year of completion: 1997, Marks: 56.

Technical Skills:

D) Bizom training certificate 2018.

Personal Details: -

• Date of Birth	:	01/01/1982
• Father's Name	:	Shri Shambhu Nath Pandey
• Mother's Name	:	Smt. Nandana Devi
• Nationality	:	Indian
• Marital Status	:	Married
• Languages Known	:	Hindi, English, Bengali, Bhojpuri

I hereby declare that the above-mentioned information is correct up to my knowledge and I take the responsibility for the correctness of the above-mentioned particulars.

Date: 01-Jan-2021.

Place: UP East.

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