

MADHAVRAO SAWANT

WORK EXPERIENCE

SAANVAD VENTURES PVT LTD (PUNE)

ASSISTANT MANAGER OPERATIONS(PAN INDIA)| OCTOBER 2018 - JULY 2019

- Planning and controlling change
- Managing quality assurance programs
- Researching new technologies and alternative methods of efficiency
- Setting and reviewing budgets and managing cost
- Establishes metrics, calculates, quantifies and reports on service provider effectiveness in terms of timelines (overall and cycle times), financial and quality performance measurements
- Executing market assessment entry strategy, market & competitive intelligence studies as well as other adhoc business research assignments

KEY ACHIEVEMENTS / PROJECTS

- **Streamlined operational hierarchy** and processes in the organization
- Handled consignments for TVS, TrueMiles and JB Manufacturing

RELIANCE BRANDS LIMITED. (MUMBAI)

SENIOR SALES MANAGER | AUGUST 2016 - MAY 2018

- Handling end to end store operations (Sales, Utility, Setting targets)
- Monthly Financial Reports.
- Building marketing strategies and Market Research
- Handling customer grievances and sales reports
- Managing store inventory, sales, targets, admin etc.
- Visual merchandising and fashion styling

KEY ACHIEVEMENTS / PROJECTS

- Introduced and **implemented the concept of 'Home shopping'** in the brand
- Managed two 'GAS' stores intercity
- Store set up for a newly launched brand 'Scotch and Soda'

NOVASHA SERVICES (MUMBAI)

TEAM LEADER | MAY 2015 - MAY 2016

- Trainer and coordinator for marketing and sales
- Conducted training for customer service associates
- Customer retention, providing feedback and period reports to clients
- Mediator between clients and agents
- Handling emergency call situations
- Daily operations



PERSONAL INFORMATION

Mobile: (+91) 809-710-3141

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Date of birth: 19 October 1995

ACADEMIC BACKGROUND

2016 - 2018: D.Y. PATIL UNIVERSITY, PUNE

MBA MARKETING - A Grade

2011 - 2014: PATKAR COLLEGE, MUMBAI

B.M.S Graduate - B Grade

2012 - 2013: K.V.INS HAMLA, MUMBAI

X11, CBSE - 68.5%

2010 - 2011: S.P.S LONAVALA

X, CBSE - 62.4%

TRAININGS

- Salesforce Administrator
- SAP Admin

ACCOMPLISHMENTS/INTERESTS

- Played **intercity football for Sinhgad Institute** (2010)
- Sponsored rider for RedBull and Monster (2012-13)
- **Licensed BollyBeats Fitness instructor**, Pune, India
- Traveling and backpacking