



SUMIT OBEROI

M.: +91 8081558223

E-mail : shivoberoi1203@gmail.com

Passport No. : L 6823414

JOB OBJECTIVE

Business Professional with Hand-on expertise to startup projects right from conceptualization to operational level with a proven track record in starting and building businesses. Developed Process and SOP for various industries, verticals and departments as per TQM guidelines along with corporate training modules.

SYNOPSIS

A seasoned professional with 21 years of rich experience in 22 countries. Basic KRA includes Business Analysis, Strategic Planning, Entrepreneur in Residence, Process Development, Creation of SOPs and Training Modules. Productive work force development, managing sales and operations, logistics and channel management.

CORE COMPETENCIES

- ✓ Strategic Management
- ✓ Business Analyst (CBAP with R)
- ✓ Six Sigma Green Belt
- ✓ Entrepreneur in Residence
- ✓ SOPs, Process and Training Modules Development
- ✓ Mathematical Optimization for Business Problems

Previous Employers

Socents ventures (P) Ltd., Sport Elle Inc. (An International buying house), Bajaj Allianz Life Insurance Ltd., Balsara Hygiene Products Ltd, Taj Mahal Hotel (Indian Hotel Company Ltd.)

Currently Working

w.e.f. January 2020 onwards:

Currently working as a consultant and mentoring the following startups right from the inception:

- ✓ Spherion Solutions (P) Ltd. Skoodos, Gurgaon.
- ✓ Heritage Green Group (Resort/ Club House), Lucknow.
- ✓ AdWel (Pharma), Lucknow.
- ✓ Kalob Organics LLP (Chemicals), Lucknow.

Working as a business analyst and providing mathematical optimization for all verticals to take the Start-ups to next level right from the stage of inception. Key areas include - Strategic Planning, Process and SOP Development, Incentive Planning, Budgeting and Brand Building. Key areas also include - PAN India product launch planning, TQM measures, Call Center process development for both inbound and outbound.

ORGANIZATIONAL DETAILS

Vice-President Strategic Alliance

Dec. 2015- Dec. 2019

Socents Ventures (P) Ltd., Lucknow

Socents is a rural retail chain, run by DAP (Differentially Abled Persons) by the brand name Saudaagar.

Career Path

- ✓ Joined as General Manager promoted to VP reporting to Managing Director.
- ✓ Brand Building and development through strategic planning.
- ✓ Established 52 Rural Retail Stores by the brand name of Saudaagar.
- ✓ 2 Modern Trade Store by the brand name of Valuable/2 Warehouses.
- ✓ Developed SOPs, training and HR modules.

The Notable Accomplishments

- ✓ Got Socents recognized as a startup by department of industrial policy certificate number – DIPP 3457.
 - ✓ Got Socents qualified under Startup India U.P. Grad. Program KO666631.
 - ✓ Got Company incubated from IIT Kanpur SIDBI incubation cell funded by Villgro Venture capitalist .
 - ✓ Tie up With NHFDC (National Handicap Finance Development Corporation) & RRB's (Rural Regional Banks
 - ✓ Tie up with Walmart & Metro, MNC's & India Blue Chip Company's
 - ✓ Handling operations, sales and marketing, warehousing, logistics, accounts, KYC team.
-

SPORT ELLE Inc.
Country Manager Emerging Markets.
Career Path

International Buying House

Noida
South East Asia/Central Asia/GCC/Pan India Role

May 2009 – Dec. 2014

Joined as Key Account Manager promoted to Country Manager.

As Key Account Manager: exposed to dynamic International Fashion Industry responsible for procurement of orders & executing to Pan India Channels (Garment Exporters) insuring final products, TQM according to original sample and on time shipment delivery. Diversifying product mix in sync. with technical up gradation to keep pace with fashion trends and maintain leadership position in competitive hierarchy.

As Country Manager Emerging Markets

Estd. Indian and Overseas market **includes 22 countries** and responsible for tie ups with India and International buying houses, Exporters, Importers for all major International brands like GAP, NEXT, ADIDAS, WRANGLER, ECKO UNLIMITED, LEVIS, ARMANI EXCHANGE etc.

The Notable Accomplishments

The Notable Accomplishments

- ✓ Registered growth @ 200% in FY 2010
- ✓ Registered growth @ 250% in FY 2011
- ✓ Registered growth @ 400% in FY 2013
- ✓ Generated business volume of **Rs. 33 Crore during (2011-2012)**
- ✓ Started Indian business operations right from inception & took it to zenith of business revenue of **Rs. 90 crore in 5 years.**

Bajaj Allianz Life Insurance Co. Ltd.

Associate Vice-President

AGENCY AND CHANNEL DEVELOPMENT

Lucknow

Career Path

Jan 2006 - April 2009

Sr. Manager

Bareilly & U.P. West

April 2006 – March 2007

AVP

Lucknow Zonal Office

April 2007 – March 2009

The Notable Accomplishments

As Sr. Manager - Responsible for developing 18 new branches in U.P. West & 24 branches reporting to me.

As State Manager - Looked after 43 branches & established 29 new branches in the region.

- ✓ No. 2 in all India in target achievement.

As AVP

- ✓ Looked after **117 branches** and more than **2000 plus employees** in the State.
- ✓ Generated a turnover of **Rs. 300 crores** (3000 Million/ 3Billion).

Balasara Hygiene Products

Delhi

Career Path

Jan 2000 - Nov 2005

Territory Sales In-charge

Jan 2000 - April 2001

Area Sales Manager

May 2001 - April 2003

Regional Sales Manager

May 2003 – Nov 2005

The Notable Accomplishments

- ✓ Developed stockiest & distribution network in Delhi/NCR/Haryana.
- ✓ Registered growth @ 150% YTD and increased per man productivity by 50%.

Taj Mahal Hotel

Lucknow

Career Path

Feb 1997 – Dec. 1999

Management Trainee

Joined as Management Trainee & was responsible for Front Office and Marketing and Sales department

At Front Office implementation of SOPs in all the departments room reservations, information, cash, reception, travel desk etc.

Managing Marketing and Sales with constant tie up with SME, Exporters, Major Corporate & implementing promotional strategies to increase rooms sales/banquet sales/ events and conferences.

The Notable Accomplishments

- ✓ Generated 300 Plus Corporate Key Accounts.

ACADEMIA

B.COM, HOTEL MANAGEMENT, MBA Mkt.

Licenses and certifications

1. **Strategic Management (advance strategic management program)** Lancaster University, United Kingdom
2. **Business Analyst** (CBAP with R) Lancaster University, United Kingdom
3. **Lean Six Sigma Green Belt** University of Bedford Shire, United Kingdom
4. **Entrepreneur in Residence** Lancaster University, United Kingdom
5. **SOPs, Process and Training Modules Development** IPI Academy, United Kingdom
6. **Mathematical Optimization for Business Problems** **IBM**

PERSONAL DETAILS

D.O.B. : 07.03.1976

Address : Flat No. 18B, Jagriti Apartments,,PocketA-3,Sector-71, Noida, (U.P.) -201307, India
