



## **CURRICULUM-VITAE**

### **Pradeep Kumar Rai**

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### **ACADEMIC QUALIFICATION**

1. B.com Graduate from Purvanchal University

### **PROFESSIONAL QUALIFICATION**

1. M.S. Office (M.S. Word & M.S. Excel) & Internet
2. Tally A/c package
3. Professionally trained by Reliance Co, in SAP & Retalix.
4. REM Software

### **KEY SKILLS SUMMERY**

2. 3 Year rich experience with FMCG Sales
3. 4 Year in Apparels marketing and franchise development.
4. Worked with top brand of Retail Reliance, Future group.
5. Provide high-level customer services to all the customers
6. Worked in Operational Activity in Front end as well as Back end also.
7. Made dealers & distributors Pan India
8. C&F, Franchisee Development and Distribution network development Pan india

### **WORKING EXPERIENCE**

<b>Position</b>	:	<b>Area manager</b>
<b>Reporting to</b>	:	R.M
<b>Company</b>	:	Sai Samriddhi Heights India ltd
<b>Position</b>	:	<b>DEVISONAL MANAGER</b>
<b>Reporting to</b>	:	ASST R.M
<b>Company</b>	:	VISHWAMITRA INDIA PARIWAR
<b>Position</b>	:	<b>Act Manager (Sales And Marketing)</b>
<b>Reporting</b>	:	<b>Marketing Head</b>
<b>Company</b>	:	<b>Trendz Utensils Pvt. Ltd</b>

**Position** : **Regional sales Manager**  
**Reporting** : **G.M**  
**Company** : **Aqua Soft R.O**

## **WORKING** **PRESENTLY**

**Position** : **Head Sales & Marketing**  
**Reporting** : **MD**  
**Company** : **S.L Technologies india ( I clear)**

### **JOB RESPONSIBILITY**

#### **OPERATION**

#### **PAST RESPONSIBILITY**

**Take an appointment with Corporate offices of the company and motivate them to place huge orders to our company.**

**\* MAKING NEW FRANCHISEE Distributers, Dealers And C & F FOR THE COMPANY .**

#### **\* TO OPEN COMPANYS OWN OUTLETS**

9. Set plan to achieve Target for the showroom
10. Franchisee development
11. Creation of new business for company.
12. Providing a healthy environment for customer & make that a great experience for customer.
13. Ensures that optimum stock levels are maintained through an efficient ordering system
14. Managing Inventory by store

## COMMERCIAL

15. Analysis of the Sale on regular basis and provide feedback to Business Head. .
16. Providing Marketing support to Front Stores, analyzing targets and achievements

## MERCHANDISE MANAGEMENT

17. Ensure merchandising and presentation of products throughout the store optimizes traffic flow, sales and ease of shopping experience.
18. Tracking Performance of the merchandise by adopting various Analytical Methods
19. Visual Presentation of Merchandise.

## PAST EXPERIENCE

**1**

Designation : Area Manager  
Organization : **Sai Samriddhi Group**

**2**

Designation : Supervisor  
Organization : **Reliance Retail**

**3**

Designation : Store Manager  
Organization : **Future Group**

**4**

Designation : State Head  
Organization : **Renolax**

**Made Franchise & C&F In M.P, U.P, Maharashtra, Hyderabad, Punjab, Delhi, Chhattisgarh**

## PERSONAL DETAIL

Fathers Name : K. P Rai  
Date of Birth : 27 July 1986  
Language Known : Hindi & English  
Strength : +ve Attitude, Team Player

Date : .....

Signature

