

**Anil Kumar jatav**

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OBJECTIVE: To excel in the field of Marketing through hard work and fully devoted towards the organization, assignments in the area of Sales/Operations/ Customer Services with dynamic growth-oriented organizations where I can add value to me and the organization.

Professional Profile

Total 5 years of experience.

Company profile**Future group (big bazaar)**

5 years of experience in Retail sector Sales, Operations & Customer Services.

Currently working as a Team Member at jabalpur with Future group Big bazaar)

Expertise in managing Profit Centre Operations encompassing department operations, merchandising, & stock management.

Experience in implementation of marketing / sales promotion plans for business generation.

Proficiency in handling materials planning, procurement, inventory control and management of warehouse operations.

Keen customer centric orientation with excellent communication skills and ability to interact effectively with personnel at all levels.

Academic Credentials.

B,com from Rdvv. Jabalpur

Pgdca from Mcrpv. Bhopal

Areas of Expertise**Merchandising/ Store Management**

- Responsible for managing all aspects of corporate sales..
- Formulating & implementing sales promotion plans and new store concepts to generate increased sales for achievement of revenue targets.
- Coordinating the in-store promotional activities for new releases & special products.
- Conceptualizing visual merchandising displays, windows, PRP & design of retail outlets for maintenance of a high-end store Image.
- Customer Relationship management including shop-floor interaction with customers for effective resolution of customer grievances and obtain feedback.

Inventory Management

- Interfacing with suppliers for sourcing of products including analysis of pricing parameters & profit margins, to secure the best interests of the organization.
- Planning and monitoring warehouse operations of receipt, storage, return of unsold stock, inventory control and monitoring inbound logistics.

B. Sales and Marketing**Sales and Marketing/ Channel Management**

- Developing marketing strategies to build consumer preference and drive volumes.
- Evaluating marketing budgets periodically including manpower planning initiatives and ensure adherence to planned expenses.
- Identifying and networking with channel partners, resulting in deeper market penetration and reach.

- Evaluating performance & monitoring their sales and marketing activities.

Career Highlight

04.Jan.2013 with Apparel Category Operations Big Bazaar {Future Value Retail Limited};as a team member at Big Bazaar, jabalpur

- ✓ Looking after Apparel Category Fashion,Mens,Operations at **Big Bazaar**
- ✓ Involved in store operation of specialty apparels brands.
- ✓ Managing merchandise display & presentation of the store.
- ✓ Controlling the stock/inventory level.
- ✓ Managing the shrinkage and stock damage on the floor.
- ✓ Handling the customer complains and new promotions.
- ✓ Providing the training to the employees about the companies policies.
- ✓ Making strategic plan for achieving the target.
- ✓ Managing the employee's and providing them task to achieve the target

IT Skills

Well versed with MS Office, SAP, MIS, SOP & New POS (Big Bazaar)

Personal Details

Father's Name : **Shri Ganesh Prasad Jatav**
Date of Birth : **13/11/1989**
Address : **I Type colony Quarter No. 33, Medical collage,
Garha, Jabalpur (mp) 482003**

Date :

Place : **Jabalpur**

(Anil Kumar Jatav)