

Indraneel Naskar

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MANAGEMENT PROFESSIONAL

Seeking challenging assignments & conceptual growth with an organization of repute across the industry

SUMMARY OF SKILLS

- Competent and diligent professional with sound knowledge of Marketing and Operations.
 - Ability to establish & maintain strong relationship with people
 - Self motivated and goal-oriented with a high degree of flexibility, creativity, resourcefulness, commitment, optimism persuasion skills and learning ability.
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WORK EXPERIENCE

Bharti Airtel Limited

November 2015-Till Date

Designation-Senior Executive- Sales

Role-Store Manager

Key Responsibility and Accountabilities

- Managing store level sales and revenue targets across all products,
- Implementing measures to control cost & developing new avenues for promoting the business.
- Maintain availability of stock at the store while adhering to norms.
- Resolve store-specific issues within specific timelines.
- Keep employee-retention and motivation levels high through regular reviews and performance streamlining of both off-roll and on-roll employees.
- Marketing Promotion Implementation.
- Ensure adherence to store processes in terms of documentation and systems
- Ensuring the profitability and maximising the revenue generation from the store.

Pantaloon Fashion and Retail Limited- Aditya Birla Group

July 2014- October 2015

Designation-Senior Executive

Department-Operations

Key Responsibility and Accountabilities

- Manage floor operations in an efficient and professional manner to ensure quality service to the customers
 - Maintain display standards, ensure optimum levels of floor inventory
 - Consistency of the achievement of business targets throughout the year
 - Ensuring compliance of SOP at store level
 - Flawless management of stock replenishment on the floor
 - Proper knowledge regarding Inventories details of stock & products.
 - Motivate & train his team to drive sales & customer delight.
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EDUCATIONAL CREDENTIALS

PGDM (Marketing And Operations Management), 2012-2014 Jaipuria Institute of Management, Lucknow.	75%(3.0/4.0)
Bachelor of Technology (Information Technology), 2008-2012 Bhagwant University, Ajmer	69.9%
Intermediate, 2008 Lucknow Public School, Lucknow	68%
Matriculation, 2006 Lucknow Public School, Lucknow	80.4%

Summer Internship

Organization: PepsiCo India Holdings Private Limited May 2013 to June 2013

Project Undertaken: Study of Distribution Channel Strategy of PepsiCo in Barabanki

Scope of project: Understanding the business function involving the planning and controlling of flow of products in a geographically dispersed market.

- Key Learning:
1. Understanding the distribution pattern of PepsiCo in the rural and the urban areas.
 2. Channel display and merchandising management
 3. Managing the stocks with distributors, retailers and the sub distributors
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Extra-Curricular Accolades

- Coordinated in IIC 2012 , 7th national conference on Independence, Integration and Co –Creation at Jaipuria Institute of Management, Lucknow.
 - Participated in football and cricket competition at college level.
 - Participated at the event conducted by Microsoft Dreamsparks at Jasoda Devi Group of Institutions , Jaipur.
 - Volunteered for “With Care” NGO for the year 2011-2012
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Achievements

- Awarded the “Best Support Function ” for the month of October in Pantaloons Allahabad Store.
 - Certification in “C++” from NIIT
 - Certification in “Asp.net” from HCL
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Activities and Hobbies

- Playing cricket and football: - Was a part of College Team.
 - Listening to Music: - Listening music in spare time which helps in changing mood.
 - Solving Puzzles:- Solving puzzles like Sudoku And Kakuro
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Date of Birth : Apr 13, 1991

Gender : Male

Nationality : Indian

Marital Status : Unmarried