

CURRICULUM VITAE



SANDEEP KUMAR

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Overview

To obtain a position within a company that offers professional growth and greater Responsibility as well as new challenges, which exercise my skills and widen my Knowledge and contribute the same towards its growth.

Professional Snapshot

- 6.4 years experience (NOV. 2007 To MAR. 2013) in **COTTON COUNTY RETAIL LTD., Premises of Nahar Industrial Enterprises Ltd.**
- **One Year Exp. KAXIAA RETAIL INDIA, NEW DELHI Premises of GOC FASHION Ltd. Manesar, Gurgaon (HARYANA)**
- **One year exp. Marketing as (ASM) with GRASIM (ADITYA BIRLA GROUP)**
Extensive experience in consistently raising sales and profitability for the company.

Roles and Responsibilities

- **Sales Achievements against Set Targets for the Stores.**

Key Responsibilities (Secondary sales) :

- Implementation of Schemes/Promotion as per HO Instructions.
- Training to counter staff at franchisee.
- Guideline to franchisee while selection of stock
- Guideline to franchisee on how to generate footfall and convert the same into sale

Key Responsibilities (Primary sales) :

- **Looking all the operational issues of marketing.**
- Help the new franchisee in making lay outs as per our company standard.
- Follow up with party for payments according to his sale.
- Product feedback –quality, style, colors, quantities, price etc.
- To visit the showrooms in order to check the ambience as well as sale.
- Analysis of Fast Moving, Slow Moving, Articles.

- **Inventory Management**

- Review and analyze stock and sales reports monitoring over and under stocks, implementing corrective action to be taken.
- Ensure proper display new ranges / end of ranges.
- Monthly feedback on all aspects of Sales performance, Stock positions, Special events & promotions.
- Product feedback –quality, style, colors, quantities, price etc.
- Reduce the stock loss to minimal level.

➤ **Reports & Systems**

- Update and analysis of sales, inventory reports, discuss with Vice-President/Associate Vice-President for sending necessary feedback to Concept Office.

➤ **Trading Calendar & Seasonal Planning**

- Execute annual event calendar as per plan.
- Identify stock to be cleared during events.
- Ensure all store sales, promotions are planned effectively, executed promptly and maintained professionally.

➤ **Personnel Development**

- Assist in the selection and recruitment process.
- Ensure all disciplinary procedures and staff movements are dealt with correctly.
- Creation of an environment which conducive to a high store morale.

➤ **Computer Knowledge**

- MS Office-MS Excel, MS Word, MS Power Point .
- SAP,Internet.

➤ **Educational Background**

- **MBA (Marketing) 2005-2007, CT Institute Of Mgt. & IT Jalandhar (Punjab.)**
- **B.A. (Arts & math) 2001-2004, Govt Arts & Science College Talwara (Punjab).**

➤ **Internship Details**

Duration - 3 Months (June 2006 – August 2006)
Organization - Nahar Industrial Enterprises Ltd, Laldh Distt.Mohali (Punjab)
Project Title - Customer Behaviour & Comparison Of Cotton County Garments With Other Brands .

• **Languages**

English,Hindi,Punjabi

➤ **Personal Profile**

Date of Birth : 1st June, 1983

Father's Name : Sh.Naseeb Singh

Permanent address : Vill.& P/O--Riri,Teh--Jaswan Kotla,Distt.- Kangra
Pin code--- 176501 (H.P)

Date:-_____

Place:-_____

(SANDEEP KUMAR)

