

NITIN NAUTIYAL

Operations & supply Chain Management

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SUMMARY

Encouraging Manager and Problem- Solver with 10 years experience in building, leading and motivating team. Proficient in using independent decision-making skills and sound judgment to positively impact company success.

EXPERIENCE

KAL group India Private Limited.

Senior Associate Operations | November 2021 - Present

- Lead the transition from the current manual billing process for inbound freight.
- Assist with the unloading of trucks and processing of freight.
- Research errors for data entry, system rating, carrier invoicing on freight invoices.
- Supervises a team of specialists and analysts on day-to-day tasks, such as freight shipments, planning, and execution.
- Stays educated on developments, changes and trends related to the supply chain industry.
- Load Booking via DAT and maintaining the data sheet
- Monitor the route and status of field units to coordinate and prioritize them.
- Prioritize calls and follow up with clients.

ADI Sports India Private Limited

Store & Operation's Manager | August 2021 - October 2022

- Achieved phenomenal sales through the highest standards of customer care.
- Achieved the sales target with KPI's as per the company standards. Weekly and monthly business review with upper management for smooth functioning of the store business.
- Weekly stock planning with merchandiser by analyzing the sales trend and sale through of the articles.

- Coordination with visual merchandiser for product launch, props handling and regular store check up to keep the store in best shape to maximize the sale.
- Taking care of the compliances, cash, billing, inventory management, roaster planning, opening, and closing process of the store.
- Grooming the team with regular sales, product, and effective communication training to bridge the gaps of the sales.

Marks & Spencer Reliance India Private Limited.

Department Manager | July 2018 - August 2021

- Analyses available sales reports and data to determine the needs of the business and set business strategies.
- Set individual sales goals for sales associates, ensuring goals reflect store business goals Continuously motivate sales staff to meet assigned sales and productivity goals.
- Support the development of associates sales techniques, ensuring utilization of elevated levels of sales and service to maximize sales.
- Demonstrate an in-depth knowledge of the merchandise; ensure selling staff is fluent in all aspects of product knowledge.
- Collaborate with Supervisor and Marketing to identify marketing opportunities to support sales.
- Schedule associates to maintain adequate floor coverage while maintaining payroll budgets Ensure deliveries are properly processed in a timely manner.
- Monitor the movement of all inventories and ensure that staff adheres to all Shipping/Receiving policies and procedures.
- Meet inventory accuracy and shrink requirements.

Puma Sports India Private Limited.

Assistant Manager | June 2017 - July 2018

- Supervised the daily store operation and reports the line manager
- Contributed in the sales target with KPIs as per the company standards.
- Weekly reporting of VM PPT., associates sales track, target achievement and other reports as per the requirement by the line manager
- Demonstrate an in-depth knowledge of the merchandise; ensure selling staff is fluent in all aspects of product knowledge.
- Conducting product and sales training sessions for the sales team as per the company guidelines and standards
- Taking care of the compliances, cash, billing, inventory management, roaster planning, opening, and closing process of the store.

Bestsellers India Private Limited.

Senior Fashion Consultant | June 2014 - May 2017

- Ensuring excellence in customer service.
- Running the store as an efficient profit center.
- Ensuring a great shopping experience.
- Daily briefing and reporting.
- Maintenance and requesting replenishment of the stock.
- Implementing Visual Merchandising(VM) as per brand standard.
- Closing and opening of the store.

EDUCATION

Symbiosis Institute of Distance Learning | 2019 - 2021

Post Graduation Diploma in Retail & Supply Chain Management.

BSC in Hospitality | 2011 - 2014

Dr. Ambedkar Institute of Hotel Management.

SKILLS

- Retail Operations Management.
- Sales Management.
- Business Analysis.
- Logistics and Supply Chain Management.
- International Market Sales Experience.
- Commercial Operations.
- Data Analysis and knowledge of various MIS tools.