**Amol Gaur**

**Sonam Sri Vilas, F-101, New Golden Nest, Bhayander (E) Thane l India l** [**amol86@yahoo.com**](mailto:amol86@yahoo.com) **+91-96547-90365 | SKYPE: amol86**

**Motivated and entrepreneurial student with a remarkable capacity for leadership and prompting business growth**

**MANAGEMENT METHODOLOGIES**

Post Graduate Diploma in Marketing Management

**SKILLS:**

Having International market Experience.

Entrepreneurial Stint

Financial Analysis

Business Research

Team Building/Recruitment

Strategic Thinking

Analytical Thought Process

Ability to complete on time/eager for results

**Accomplishments:**

* **Build a Channel for B2C and prepare GTM Strategies in CoutLoot.**
* **Launching and Build Men’s Sportswear Brand *“SportoRed”.***
* **Established Business in Russia and Handle Business of Max Holdings Dubai.**

**WORK EXPERIENCE:**

**MJVS Apparels “COUTLOOT” as BUSINESS HEAD (Sep’18 – Present)**

**Professional Summary:**

* E-Com Based Company, Going to Setup in Channels.
* Building a competent team from scratch as a start-up company.
* Provide strategic & operational direction and leadership to the Sales and Marketing teams
* Provide leadership to the creation and execution of the annual Marketing and Sales plans to meet agreed product goals and revenues
* Develop and maintain excellent relationships with key customers / Distributors / Retailers.
* Lead the development of country-level forecasts for all BU marketed products (and pipeline product as relevant) (e.g. operating expense, revenue, patient dynamics, supply)
* Assess and recommend opportunities for local lifecycle management of the brands to optimize brand growth and competitive edge. Oversee development of business cases for new business opportunities for the Brand.
* As a key stakeholder, manage, motivate, and develop the Sales and Marketing team for the BU by setting clear objectives, effective coaching, evaluation and feedback on performance
* In collaboration with the Manager, Human Resources and all other relevant functional teams to set annual sales targets, annual incentives, and reviewing progress vs. target
* Implemented Best Sales Practices for Sales team still in use today.

**J G Hosiery Ltd “Amul” as Zonal BUSINESS HEAD (Nov’16 – Aug’18)**

**Professional Summary:**

* Strategize for the achievement of Zonal sales target through the zonal team by break down of annual targets to half yearly then quarterly and finally monthly.
* Continuously monitoring the achievement of targets by keeping close check on monthly.
* Target achievement by regional manager, area manager and their respective team.
* Ensure satisfactory resolution of client queries and concerns in timely manner.
* Communicate product schemes and offers to the regional managers and ensures their implementation.
* Achieve inventory planning and control in such a manner that the stock are sufficient for immediate order fulfillment as well ensuring that the products to not exceed the expiry date or get technologically redundant or noncompetitive in the market.
* Coordinates with marketing for the organization of seminars, meets and conferences on zonal
* Level for building a prospective client database.
* Interacts with large customers for the product feedback.
* Enhance productivity
* Ensure successful launch of new product
* Programmed implementation
* Coordination with NSM / HO deliver effective communication in co workers
* Suggest for reduction in promotional activity expense
* Ensures to maintenance of ” NORMS AND STANDARD OF COMPANY POLICIES”
* Increase morale in his team during meeting and in batch wise sessions and  maintain discipline and decorum in his team
* Planning and structuring the business and team
* Increase the morale of people to take new responsibilities and develop new mangers in his team
* Take approvals from Head office for the participation in state and national conferences.

**Zonac Knitting Machines Pvt. Ltd. (Bonjour Group) Zonal Sales Manager - West Zone (Sep’2007 – Oct’16)**

* **Achieved 106% of Growth on YOY.**
* **Recognized as Top Performer,** exceeding sales quota 6 out of 9 years.
* **Established Business in Russia and Handle Business of Max Holdings Dubai.**
* Opened several New Distributors and Starts new Areas of Working.
* Awarded 2 Unpreceded bonuses.
* Converted over 20 top-producing retail locations in year 2011.

**Bharti Wal-Mart, Area Retail Manager, Haryana (Apr’2005-Aug’2007)**

* **Sales and Commercial Performance of the Area**
* **Operational Standards and Management**
* **People Management**
* **Customer Focus**

**Vishal Retail Ltd, Store Operations Manager, Haridwar/Dehradun (Oct’2003 – Mar’2005)**

* Possess exceptional ability to **build productive customer Relationships**. Resolve Complex issues & win customer loyalty.
* Outstanding problem solving & listening skills – **able to diffuse difficult customer situations with tact & ease**.
* Developed & implemented various business & Sales Strategies that contributed to improvement in Client rate from 30% - 60%.
* Acknowledged for unwavering commitment to provide **exceptional customer service.**

**Geno Pharmaceuticals, Medical Representative, Haridwar (Aug’2000 – Sep’2003)**

* Worked as a medical representative in Geno Pharmaceuticals a Goa based Pharmaceuticals Company.

**SKILLS:**

Problem-solver with determination for success

People connector & mentor

Non-threatening communicator

Persuasive influencer/Collaborative

Politically astute & professional

Ability to complete on time/eager for results

**EDUCATION & TRAINING:**

Post Graduate Diploma in Marketing Management, IIMT

**PERSONAL INFORMATION:**

Date of Birth – 01-July-1977

Marital Status – Married