**Aamol Gaur**

**Business Head**

[gauraamol@gmail.com](mailto:gauraamol@gmail.com)

(+91) - 96547 - 90365

linkedin.com/in/gauramol

**Professional Profile**

Results-driven Business Head with over 22 years experience leading and increasing growth in small and medium businesses. IIMT MBA recipient, Best Performer award winner, and unparalleled increase in company revenue (250% over 4 years).

**Professional Summary:**

**MJVS Apparels** “**COUTLOOT” as Zonal BUSINESS HEAD (Jan’20 – Present)**

* 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)
* 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

**XYXX Retail as BUSINESS HEAD (Oct**’**17 – Dec**’**19)**

* Strategize for the achievement of 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.
* Achieve inventory planning
* Coordinates with marketing Team.
* Ensures to maintenance of ” NORMS AND STANDARD OF COMPANY POLICIES”

**J G Hosiery Ltd** “**Amul” as Zonal BUSINESS HEAD (Nov**’**15 – Sep**’**17)**

* Meets regional sales financial objectives by forecasting requirements; preparing an annual budget; scheduling expenditures; analyzing variances; initiating corrective actions.
* Maintains and expands customer base by counseling district sales representatives; building and maintaining rapport with key customers; identifying new customer opportunities.
* Accomplishes sales and organization mission by completing related results as needed.

**Zonac Knitting Machines Pvt. Ltd. (Bonjour Group) Zonal Sales Manager - West Zone (Sep**’**2007 – Oct**’**15)**

* **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.

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

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

**Education**

**MBA / Master of Business Administration (Sales & Marketing Management), IIMT**

**Completion: 2013**

Relevant Coursework: Business Strategy, Strategic Economics, Marketing Analysis and Development, Microeconomic Foundation, Management Communication, Legal Studies & Business Ethics, Leading and Managing, Financial Accounting, Foundations of Teamwork and Leadership, Microeconomics, Managerial Economics, Operations, Information, and Decisions, Corporate Finance.

**Key Skills & Core Competencies**

* Management & Leadership
* Business Operations & Strategy
* Effective Communication & Delegation
* Adaptability & Determination
* Forward Thinking & Calculated Risk Management

**Certifications**

* 2016 Certified Retail Management & Planning, Wal-Mart Institute

**Languages**

* Hindi
* English