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**EXPERIENCE**

**Category Management /Purchase Techno Kart India Ltd 04/16 – 06/17**

***(Toys & Baby)***

* E‐Commerce division (Buying & Merchandising)
* Price mapping of designated products in E‐commerce constantly
* Keeping track of products price in market & Consumer offers
* Vendor Management
* Timely coordination with vendors for suitable margins and offers applicable
* Inventory Management
* Following product viability check of each product while buying.
* Track daily sales and margin as per budgets
* Managing current merchandise range and sourcing/introducing new ranges
* Assortment planning & deciding right Product Mix
* Designing promotions & activation for new product launches & consumer engagement across the Marketplace (Amazon, Flipkart)
* Coordinating with Amazon team regarding promotions and pricing to improve the sales

**Corporate Sales Executive Workrite - Herman Miller 11/14–02/16**

 Conceptualize/plan and execute innovative customer engagement program/marketing strategies to drive sales.

 Gather good market intelligence to collate robust industry data

 Interacting with walk-in clients in the showroom

 Building and maintaining close relationships with Architects, Designers, Clients (SME's, HNI's etc.) to generate leads and referrals on an ongoing basis

 Influence decision making for active conversion of prospects

 Preparing Quotations as per clients requirements & company’s standards

 Competent in strategic planning, pricing decisions, promotional activities

 Coordinate with Logistics& Projects team for deliveries within given deadline

* Handling Clients (Reliance Industries, Morgan Stanley, Deutsche Bank, Disney, Dreager India Pvt. Ltd)

**Service Manager-Trainee**

**Hypercity Retail India 04/13–09/13**

 Work closely with the buying team and finance team to ensure smooth delivery and order management

 Assisting procurement activities with suppliers

 Inventory control & management

 Inventory tracking of all the products in the fashion department

 On Floor Management (strength of 14)

**EDUCATION**

**United World School of Business, Mumbai - 2013**

Post Graduate Diploma in Business Management (PGDBM) - Marketing Management

**A.S. Vartak College, Mumbai - 2010**

Bachelor in Management Studies (BMS), University of Mumbai – Marketing

**A.S. Vartak College, Mumbai - 2007**

Higher Secondary School Certificate (HSC), Maharashtra Board

**St. Francis High School, Mumbai- 2005**

Secondary School Certificate (SSC), Maharashtra Board