

# ***ROHIT TYAGI***

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## **Objective :**

- High-performing operations-management executive with expertise in building/optimizing organizational processes, measurement systems, and infrastructure to maximize business results in service sector. operations worldwide.
- Skilled strategist who transforms strategic plans into workable solutions and benchmarks performance against key operational targets/goals.
- Motivated achiever with demonstrable ability to recommend enhancements to business processes.
- High-performing operations-management executive who coordinates communications, information, and highly skilled professionals to meet technology needs and evaluate progress while assuring smooth, efficient projects and activities.
- A creative strategist with strong negotiation, interpersonal and communication skills with the ability to see the “big” picture to facilitate key decision making process and revenue generation.

## **AREAS OF EXPERTISE:**

- Operational Process Analysis
- Strategic Planning and Leadership
- Organizational Design and Development
- Productivity and Efficiency Improvement
- Project Planning/Execution
- Customer Satisfaction
- Multi-Site Operations
- Process Redesign
- Change Management
- Performance Management
- Total Quality Management
- Cross-Functional Team Leadership
- P&L Management
- Revenue Goal/Growth Attainment
- Financial Plan Development

- Negotiation, Persuasion, and Communication
- Training and Leadership Development
- Problem Solving
- Decision Making
- Planning and Deployment of Operational Assets
- Operating Infrastructure

### **ACADEMIC EDUCATION:**

- Graduated in BSc. from MDU, Hindu College, Sonapat (Aug-2008)
- Post graduated in MBA (International Business) from Stratford University USA (Jan 2011)
- Benchmark Six Sigma Black Belt (DAMIC)

### **TECHNICAL SKILLS:**

- Six Sigma Black Belt (DMAIC & Lean)
- Statistical Analysis: MiniTab v. 15 & V. 16
- Business Intelligence / Balanced Scorecard
- Word, Excel, PowerPoint.
- IT Security Solutions Products- Advance Firewall, Cloud Solutions, DLP, antivirus

### **SKILLS:**

- Problem-solver with determination for success
- People connector & mentor
- Non-threatening communicator
- Persuasive influencer/Collaborative
- Ability to complete on time/eager for results
- Ability to travel domestic/international (50% +)
- Having a client focused approach to work.
- Results driven; forward thinking with a problem solving mentality.
- Willingness to accept responsibility when delegated.
- A high level of business acumen.
- Able to manage significant inputs & relationships with third parties throughout the full lifecycle.
- Possessing a firm understanding of multiple project management methods.
- Comfortable working in a changing environment.

## **EXPERIENCE:**

**Currently working at TYAGI FABRICS as Vice President Sales & Marketing (Sep. 2016-till )**

### **Professional Synopsis**

- ☐ Experience of leading all key functions like Marketing & Sourcing, Manufacturing, Order Processing, General Administration, Financial Analysis, Human Resources and Quality Assurance.
- ☐ Adept at conceptualizing, planning & implementing business strategies as per established company objectives, policies & procedures etc., to achieve targeted profitability & growth of business.
- ☐ Proven expertise in introducing process improvements/controls to reduce wastages and enhance overall operational economy.
- ☐ Proficient in leading dedicated teams for running successful business operations and experience of developing procedures and service standards for business excellence
- ☐ Deft in handling all sales & marketing activities, analyzing market trends & establishing healthy & prolonged business relations with clients.
- ☐ Traveled for business development, negotiating contracts and attending Garment Fairs.
- ☐ Recognized as a hands-on, proactive professional who can rapidly identify problems, formulate tactical plans, initiate change and implement effective programs in challenging and diverse environments.
- ☐ An effective communicator possessing leadership, organizational, and team building skills with ability to grasp new concepts quickly and utilize them in a productive manner.

### **Key Functional Areas**

#### **Strategic Planning**

- ☐ Involved in range planning, selection and pricing for each season, trend analysis, creating and developing the price architecture model for each season.
- ☐ Establishing targets for each and every product category, along with growth scope & improvement for structuring the deliveries to maximize potential of every category.
- ☐ Market analysis and planning for overall profitability of operations, accountable for strategic utilizations and deployment of available resources to achieve organizational objectives.
- ☐ Forecasting business projections, setting and ensuring adherence to budgets/ objectives.

#### **Business Development**

- ☐ Identifying overseas market segments for business development potential & cultivating relationship management with high value clients for enhancing the level of order generation.
- ☐ Anticipating and projecting business volumes season wise, client wise and product wise to monitor projected growth and ensure fulfillment.

## **Marketing and Merchandising**

- ❑ Identification and development of key markets, effective management of client relationship, achievement of sales targets, shipment deliveries and price realization.
- ❑ Managed a team, interacting with the buyers, traveling, presentations, effective communication, closing final costs and materializing orders into effective quality shipments.
- ❑ Establishing targets for each and every product category, along with growth scope & improvement thus structuring the deliveries to maximize potential of every category.

## **Operations**

- ❑ Complete planning of the orders in tune with available capacity utilization to facilitate the season's orders and thus ensuring timely deliveries.
- ❑ Coordinate between the design & development team and the commercial team, ensuring that there is a smooth transition of designs into commercially viable products for the retail market.
- ❑ Strategic utilization of available resources and sourcing new avenues to facilitate the existing business and the orders processed.
- ❑ Setting up systems and procedures for the relevant teams and departments to ensure harmonious flow of work and information to meet the buyer's requirements from time to time.
- ❑ Managing media & marketing teams, visual merchandising teams and imparting staff training.
- ❑ Monitoring finished goods before dispatch and conducting quality audits to ensure minimum rejections.

## **Procurement**

- ❑ Coordinate vendor development & sourcing of fabrics, accessories and analyze the supply logistics.
- ❑ Developing vendors for raw material required and negotiating with them for price/ quality and delivery terms.
- ❑ Effectively sourcing new suppliers for innovative and technological fabrics & accessories

## **INFOTECHZ TECHNOLOGIES as AVP Sales & Marketing(April 2015-Aug 2016 )**

- Direct and coordinate company sales and marketing functions.
- Develop and coordinate sales selling cycle and methodology.
- Direct and oversee the company marketing function to identify and develop new customers for products and services.
- Research and develop strategies and plans which identify marketing opportunities, direct marketing, and new project development.

- Analyze and evaluate the effectiveness of sales, methods, costs, and results.
- Develop and manage sales and marketing budgets, and oversee the development and management of internal operating budgets.
- Plan and coordinate public affairs, and communications efforts, to include public relations and community outreach.
- Directly manage major and critical developing client accounts, and coordinate the management of all other accounts.
- Participate in the development of new project proposals.
- Establish and implement short- and long-range goals, objectives, policies, and operating procedures.
- Supervise the planning and development of company marketing and communications materials.
- Represent the company at various community and/or business meetings to promote the company.
- Supervise the preparation, issuance, and delivery of sales materials, exhibits, and promotion programs.
- Promote positive relations with partners, vendors, and distributors.
- Recommend and administer policies and procedures to enhance operations.
- Work with department managers and corporate staff to develop five year and ten year business plans for the company.
- Establish and implement short- and long-range departmental goals, objectives, policies, and operating procedures.
- Serve on planning and policy-making committees.
- Other duties as assigned

**1 Year 8 Months experience as Sr. Manager- AVP (Sales) –PCTECHSquad Technologies Pvt. Ltd.(Delhi)-( July 2013-March 2015)**

- Worked with top brands (*Intel Security – McAfee, Symantec (Norton), HP, Dell, Lenovo, Samsung, Cisco, WD*) as Authorized Sales channel partner.
- Have done different IT projects with universities and big corporates.
- Supported business strategies/objectives by developing and implementing performance-measurement system to substantially improve integration of quality, operational, and financial information.
- Teamed with product development to integrate customer data into new products that increased revenue and customer satisfaction.
- Identified market opportunity, assembled leadership and production teams, secured capital investment and built business/financial infrastructure.
- Ensured revenue growth, business P&L, and operations management
- Have good experience of International market

- Develop business plans for Senior Management consideration and decision making; research and determine market requirements for inclusion in product offerings
- Deliver technical product training to team
- Having good knowledge and experience in sale of intel security products ( Intel Security McAfee Advance Firewall, Cloud Solutions, DLP, antivirus )
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**IT Project Manager –PCTECHSQUAD Technologies Pvt. Ltd. (Delhi)-1 year 2 months (April 2012-June 2013)**

- Responsible for ensuring the safe delivery of all projects and in accordance the company policy & procedures and adhering to all statutory and regulatory legislation.
- Working closely with clients(Big Corporates, Government departments & Universities) to understand their needs.
- Managing the day-to-day operational aspects of the project.
- Arranging and managing all project related meetings.
- Attending client meetings & guiding them through processes.
- Producing timing, costing and scoping documentation.
- Establishing the overall success criteria for a project, including; time, cost, technical and performance parameters.
- Writing progress reports & presenting them to directors.
- Monitoring all work in accordance with schedules.
- Developing and reviewing study protocols.
- Producing & maintaining project management plans.
- Monitoring and managing all contractors, consultants and third party suppliers within each project.

**Sales Manager--SAAB Group India 1 year 1 Month (Feb 2011- March 2012)**

**Responsibility:**

Developed and managed a wide range of marketing tools, including promotional materials, direct-mail pieces, and Web site content. Defined and evaluated product marketing collateral, programs, and analyses. Tracked, projected, and reported both advertising and circulation-based marketing programs. Maintained communication with management to ensure marketing activities aligned with business goals. Provided leadership and direction to marketing associates to guide the creation of marketing materials and ensure congruence with objectives.

**Selected Contributions:**

- Successfully maintained and increased client base by designing and implementing strategic customer-retention projects.
- Planned and led execution of online advertising campaign that doubled monthly revenue.
- Demonstrated immediate talents upon hire and excelled quickly to become recognized by management as key member of marketing team.
- Contributed campaign theme idea that proved effective in delivering overall message.

**INTEREST AND HOBBIES:**

- listening to Music
- Net Surfing
- Watching TV

**PERSONAL DETAILS:**

Father's Name: Late Mr. Ram Kumar Tyagi

Mother's Name: Mrs. Sanjay Devi

Date of Birth: 14<sup>th</sup> Feb,1987

Nationality: Indian

Marital status: Single

**REFERENCES:** Available upon request.

**DECLARATION:**

I hereby declare that all the information furnished above is best to my knowledge and belief.

**DATE:**

**PLACE:**

**(ROHIT TYAGI)**