

Ashutosh Kumar
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OBEJECTIVE:

To continue my career with an organization that will utilize my MANAGEMENT, SUPERVISION & ADMINISTRATIVE skills to benefit mutual growth and success.

WORK EXPERINCE:

- 5+ years work experience in Retail and 4+ Years in marketing.
- Presently working in Ganador as Sales Manager.
- Worked with Kohli Sports Pvt. Ltd(Shrey) as Regional sales Manager Pan India. (Jan 2017 to Feb 2018)
- Worked with T.K. Sports Pvt. Ltd as Area Sales manager Delhi NCR. (Oct 2016 to Jan 2017)
- Worked as Sr. Sales Executive (sales & Project) in Ozone Overseas Pvt. Ltd area was West Bengal, Jharkhand, and Bihar. (15 jan 2014 to 21 Oct 2016)
- Worked as a Store Manager in RALSON SPORTS (A DIV OF RALSON INDIA LTD) from 10 March 2011 to 04 Jan 2014
- Worked as Retail Sales Executive in RELIANCE TIME OUT AMBIANCE MALL GURGAON (Reliance Retail Ltd) from 10 Dec 2007 to 06 March 2011,
- Class Act Award for the best staff of the Team (out Of 140 staff) by CEO of Reliance Time-out.

Deals with International Brands:

While working with Ralson Sports, I was handling queries and try to gain business from International brands like, Cannondale, Schwinn, Raleigh, Mongoose, and Btwin and success to obtain good numbers from these brands and as well as from others brands which are good and growing leader in sports market.

KEY SKILLS IN MARKETING & SALES

- Responsible for coordinating with the existing dealers of the company.
- Taking orders of the product from the dealer.
- Updating dealers about the change in product price and new product launch.
- Meeting the existing customers.
- Meeting the new target customers and converting them into customers.
- Solving the problem and queries of existing dealers and customers.
- Searching for new dealers.
- Giving all the details of the company to the upcoming dealers and explaining them policies for the dealership.
- Organizing events at the dealers place to attract more customers.
- Meeting dealers on daily basis and helping them in finding customers.
- Making daily call reports and sending them to the seniors.
- Attending meetings and monthly closing at district office.

DUTIES IN RETAIL - SALES

- Managing and motivating staff to increase sales and ensure store efficiency.
- Analysing store sales figures.
- Developing, researching and implementing marketing strategies.
- Maintaining awareness of market trends and monitoring local competitors.
- Managing up to 8 members of staff,
- Manage budgets set by Retail Area Managers.
- Manage and address shrinkage and stock loss.
- Maintaining accurate records of all pricings, sales and activity reports.

KEYSKILLS IN RETAIL - SALES

- Experience of processing sales enquiries to a successful conclusion.
- Commercially and operationally minded.
- Able to inspire store staff to keep ahead of the competition.

- Knowledge of working with brands and their guidelines.
- Push civic engagement & social responsibility agenda within the store operations
- Responding to and comments and resolving customer complaints.
- Ability to increase profitability through excellent service and the effective management of retail space

EDUCATIONAL QUALIFICATION:

- B.A from B.N.M.U
- 12th from B.S.E.B
- 10th from B.S.E.B

SKILLS:

Basic knowledge of Computer

DECLARATION:

I do hereby that the above information is true and correct to the best of my knowledge and belief.

Date: 11 October 2018

Place: New Delhi

(ASHUTOSH KUMAR)