RAJESH THAKKAR.V

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Rajeshthakkar62@yahoo.in

**PROFILE OVERVIEW**

* A competent professional with 10+ years of experience in:
* *Merchandising.*
* *Sourcing in Retail.*
* *Export-Import.*
* *Trading.*
* *Managerial Level.*
* *Human Resource Management.*
* *Daily and Monthly Report.*
* *Handling Team Leads.*
* *Operations Management.*
* *Business Development.*
* Develop sales and marketing strategies to drive sales growth in the assigned area.
* Develop and manage an efficient distribution network to improve sales performance.
* Manage the sales team for sales growth and revenue enhancement
* Conduct market research to understand competitors and market trends.
* Provide innovative ideas and suggestions to improve the market presence.
* Maintain relationship with existing customers for repeat business.
* Build sales culture and sale centric atmosphere among the team members.
* Provide timely feedback to the sales personnel regarding their sales performance.
* Provide trainings, educational workshops and challenging opportunities for enhancing career growth of employees.
* Managing, training and motivating existing sales team to drive revenue growth.
* Develop and manage efficient distribution networks for sales.
* Develop efficient and creative sales and marketing strategies for the assigned territory and target setting for the sales team
* Collecting customer and market feedback and reporting the same to the organization.
* Conduct business plan review meetings with sales team.
* Develop creative promotional strategies to attract more customers.
* Appreciate the contributions and accomplishments of sales employees through proper rewarding mechanism.
* Develop performance improvement plan for sales team to meet performance goals.
* Identifying areas of weakness and provide adequate input and Proper training to the team members on areas of improvement including training to new joiners
* Have provided ideas & suggestion to specialists for application enhancements
* Implementing standards and ensuring adherence to quality standards.

**OBJECTIVE**

I intend to build my career in highly competitive and dynamic environment, which can help me to explore/ realize my potentials fully, in the benefit of SCHOOL & my growth. I am willing to work as a key player in challenging and creative environment.

**SKILLS SET**

**MANGEMENT**

* Multi-Tasking.
* Administrative.
* Planning & Scheduling.
* Decisions Making.

**COMPUTER**

* Internet.
* MS Office Package (MS Word, PowerPoint, Excel and Outlook).
* Knowledge of D.T.P & Multimedia.
* CCC.

**PROFESSIONALISUM**

* Problem Solving.
* Self discipline.
* Good Communication Skills.

**REPORTING & COMMUNICATION**

* Preparing Excel Reports.
* E-Mail Writing.
* Communicative.
* Manage & Prepare Documents.
* Good Interpersonal Skills.

**QUALIFICATION**

|  |  |  |  |
| --- | --- | --- | --- |
| **EXAMINATION** | **COLLEGE/UNIVERSITY/BOARD** | **PASSING YEAR** | **PERCENTAGE** |
| S.S.C | GSEB | 2004 | 45.00% |
| H.S.C | GHSEB | 2006 | 52.00% |
| B.A | GUJARAT UNIVERSITY | 2009 | 48.00% |

**EXPERIENCE**

**Feb 2003-Oct 2009**

* LIBERTY FOOT WEAR: 5 YEARS WORKNG IN AS A SALES PERSONE.

**April 2007-March 2009**

* **WEST SIDE:** 2 YEARS WORKING IN AS A SALES PERSONE.

**Nov 2009-Dec 2010**

* **SHOPPER STOP:** 1 YEARS WORKING IN AS A CASHIER.

**Oct 2013-oct 2014**

* **WORLS OF TITAN:** 1 YEARS WORKIN IN AS ASALES PERSONE.

**Oct 2015-Dec 2016**

* **MAX LIFE STYLE STORE:** 1 YEARS & 3 MONTH WORK IN SR.CRE.

**Jan 2017**

* **THE RAYMOND STORE:** PRESANTLY WORKING AS A A.S.M.

**PERSONAL DETAILS**

Name: Rajesh Vinubhai Thakkar

Date of Birth: 19/12/1987

Contact No.: +91 8141718802

Email-id: Rajeshthakkar62@Yahoo.In

Languages known: English, Gujarati, Hindi

Marital Status: Married

Gender: Male

Nationality: Indian

Address: K/1 Dikshanti Flat, Nr Rajwadu Hotel, Malav Talav, Jivraj Park, Ahmadabad

**DECLARATION**

I hereby declare that the details furnished above are true and correct to the best of my knowledge and belief.

**Date: Signature:**