|  |
| --- |
| **PRANAV** **Pranav.158440@2freemail.com** |

 **** ****

 OBJECTIVE

To be sincere and dedicated person in the assignments and be a successful leader of highly motivated team in achieving company’s objective and expectations.

 SUMMARY

#

* Two years of experience in Dubai.
* Four years’ experience of Marketing & Sales in India.

 PROFESSIONAL EXPERIENCE

#

#  M/s. Life HealthCare Group Dubai LLC (Contract Finished )

#

**Designation:** **Warehouse Assistant**

**Job Responsibilities:**

* Manage, oversee, supervise and participate in storeroom operations.
* Maintains receiving, warehousing, and distribution operations by initiating, coordinating and enforcing program, operational and personnel policies and procedures
* Safeguards warehouse operations and contents by establishing and monitoring security procedures and protocols
* Controls inventory levels by conducting physical counts, reconciling with data storage system
* Maintains physical condition of warehouse by planning and implementing new design layouts; inspecting equipment; issuing work orders for repair and requisitions for replacement
* Brief staff on materials to be loaded or on assembly of items to be delivered
* Check with staff for changes that could affect delivery schedule, make schedule
* adjustments as needed
* Completes warehouse operational requirements by scheduling and assigning employees, following up on work results.

**Company Name** : **Bharti Wal-Mart Pvt. Ltd.**

**Designation** : **Business Development Associate** in **HoReCa (Hotels**,

 **Restaurants, Caterers**) Segment

**Duration** : April 2010 to March 2013.

**Job Profile**:

* Identifying demand in the market.
* Framing strategies to fetch the organizational goals.
* Approaching new customers.
* Generating business from present clients.
* Spreading awareness for new schemes and products to the Negotiating with the clients.
* Follow up with clients.
* Providing after sales services.
* Guiding the trainees for internship programs

**Company Name** : **Hindustan Coca-Cola Beverages Pvt. Ltd.**

**Designation**  : Market Developer

**Duration** : April 2009 to April 2010.

**Job Profile**:

* Developing the market.
* Generate the primary sales from the market.
* Implementing Right Execution Daily (RED) standard.
* Maintaining data and details for all customer queries.
* Outlets assessment through RED standards.
* Direct reporting to Sales Team Leader and Capability Department.
* Horizontal expansion and increase the sales.

**SUMMER INTERNSHIP PROGRAM**

* **Company Name** : PepsiCo India Pvt. Ltd.
* **Job Profile** : Market Survey of PepsiCo Products
* **Targets**  : To generate the targets of Rs 5, 17,500.
* **Achievements** : Achieved 156.7% of the targets assigned.

**SHORT SELLING ASSIGNMENT:**

* A project on promotion of products of United Sprits ltd. For 2 months at Kota location and handle the management of Mauja-Mauja show (Mika Singh musical pop show) sponsored by Bagpiper.

**PROJECTS UNDERTAKEN:**

* Survey on EDS (Every Dealer Survey) of PepsiCo Pvt. Ltd.

PROFESSIONAL QUALIFICATION

MBA from ICFAI National College, Kota (A constituent unit of ICFAI University, Dehradun) with dual specialization in Finance and Marketing in 2009.

EDUCATIONAL QUALIFICATION

* Bachelors of Science (Maths) from Government College, under University of Kota in 2007.
* Senior Secondary from Maa Bharti Vidhya Bhawan, Kota under R.B.S.E. in 2002.
* Secondary from Central Public School, Kota under R.B.S.E. in 2000.

STRENGTHS

* Confident, Optimistic, Hard-working, open to experiences, Focused, Good Communication Skills.

MANAGEMENT SKILLS

* Like to take challenges, interacting with people and can work in new environment. Wish to learn new things, processes and procedures.

DECLARATION

* I hereby affirm that all the details furnished above are true. I assure that, if I am placed,

I will serve the firm with utmost genuineness and dedication.