**Ravi **

**Email**: [ravi.369697@2freemail.com](mailto:ravi.369697@2freemail.com)

***‘Contributing to Company objectives through Proficiency in leading overall Business Operations‘***

*Seeking a challenging position with an organisation of repute to add further business value in*

*Retail / Single & Multi Store / Consumer Electronics / Digital Photo Products / Manufacturer*

***Proven Credentials in...***

Showroom Sales Development & Management

Key Customer Management

New Product Launch & Business Development

Product Management

Inventory Planning

Multiple Branch Handling

Staff Supervision

Client Relationship Management

Team Management & Development

**Executive Synopsis**

* Dynamic and result-oriented Bachelor of Science in Hotel Management & Catering Sciences, with Masters in Tourism Management (Distance Learning) with a wealth of **total 10+ years** of experience in Showroom direct Sales & Business Development; Last associated with **Canon Image Square ,DSLR, digital Camera & Sony digital camera / LED TVs / Gaming console / Home Theater / AV Systems / Mobile Phones / Printers/MP3 products for one of the oldest & renowned Photo Studios in Bangalore – G.K. Vale & Co(Sony Exclusive outlet & Canon Image Square).**
* Experience in optimizing business operations, business development, expansion of marketing network while managing competition, consequently achieving high productivity standards.
* Recognized as a proactive individual who can rapidly identify business problems, formulate plans, initiate changes & implement effective strategies to enhance revenue generation, market share expansion and profitability.
* Adept at handling particular territories to promote products & services through effective direct showroom sales and channel management, further boosting sales numbers.
* Recognized for taking on initiatives, coordinating, planning & implementing sales promotion strategies as a part of brand building & market development effort.
* Efficient resource management skills for enhancing service quality and generate repeat business; promising team player with an ability to train, mentor and lead subordinates to deliver pre-defined outcomes.

**Remarkable Professional Contributions**

* 2005 to 2010 Established Sony CRT TV & LCD / LED TVs Brand in Bangalore at different area locations.
* 2008 Best Showroom Sales Executive for Sony range of products.
* 2006 Special Recognition Award for “Outstanding Work Contribution”

**Professional Experience**

**G.K. Vale & Co 2005 - 2013**

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|  | Founded in 1910, named as Madras Studio. The first branch was started at Bangalore’s busiest  location at M.G.road.Now expanded all over Karnataka state with more than 25 branches and yet  Continuing in providing best photography service and goods to customers over 10 decades of dedication.  Having won lot of awards and recognisation from leading global brands like Sony, Canon, Nikon, Panasonic, Kodak, Olympus, Konica, etc., and also providing opportunities for new brands.  The only photography channel company having 12 Canon Image Square Stores in India. |
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**SAVITHRI PHOTO HOUSE 2014-2016**

Savithri Photo House is a leading Camera Dealer in Coimbatore district .Now the company is more than

25 years old. They are the major caterer for western part of Tamilnadu state.The store is located such that

Where almost nearby 6 district customers come for purchase and service. The company runs in 4 different names

Mainly to differentiate the type of trade they carry out. Apart from camera sales the company is known for

Dealing in Laptops, Desktops, Projectors, Mobile Phones and wide range of accessories. The company also

Provides photography services like photo prints, albums, coffee table books, lamination, frames, exposing

Portraits, passports and outdoor photography & ideography.

**career opportunities**

**Career Progression:**

* Retail l Sales & Business Development Manager (Feb 2014 – Feb 2016)
* Retail Sales Manager (July 2011 – Nov 2013)
* Retail Sales Specialist (NOV 2005 – July 2011)

**Retail Sales Manager tasks**

* Plan and Forecast for timely product availability
* Planning the product portfolio as per the Market requirement & as per distributor strengths.
* Increase Market share within Retail outlets in coordination with the Sales Managers
* Coordinating with the Product teams for the road map.
* Handling competition issues that hamper expected sell out
* Coordinate media campaigns to enhance brand visibility.

**Retail Sales Specialist**

* + Maintain Market Share in each Power Retail as per the Company Requirement
  + Coordinating marketing & SPIFF’s & Special sell-out programs for Power Retailers across the region.
  + Collating & submitting competition information across the region to Product Teams
  + Ensuring Sell-out reports go from partners to company & manage rebate disbursements to partners.

**Previous Experience**

* Worked as Sales Associate with Viveks Limited,Bangalore for a period of eight months (Feb 2005 to Sept 2005).
* Worked as Café Manager in Café Coffee Day,Bangalore for period of 2 years.
* Worked as Commis in kitchen department at Hotel Industry for over 2 years

**Credentials**

**Education**

* **Bachelor of Science**, Hotel Management

University of Coimbatore, India.

**Personal Dossier**

* **Date of Birth : 16-03-1979**
* **Languages Known :** English, Hindi, Malayalam, Tamil and Kannada
* **Nationality** : Indian

***~ References Available Upon Request ~***