

AMUDHAN.K

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Objective

To Bring Out Innovative Ideal Through Smart Work And Dedication to Serve The World. Leading To The Value Additional to The Organizational Goals.

Experience

Technocart

02/08/2023 -

Category head

Working Industry: E-commerce

Working Area: Coimbatore

Roles & Responsibilities

- 1.Developing strategies: Create and implement strategies to increase sales, and ensure they align with the overall business objectives.
- 2.Managing budgets: Manage budgets for the category.
- 3.Building relationships: Develop and maintain strong relationships with vendors, buying, marketing, and merchandising teams.
- 4.Managing operations: Oversee the day-to-day operations of the category.
- 5.Managing inventory: Ensure there are enough products to meet customer demands, and monitor inventory levels .
- 6.Creating pricing plans: Create pricing plans for products, and liaise with suppliers to reduce spend.
- 7.Presenting reports: Present reports to the management team highlighting any trends or issues.
- 8.Researching trends: Conduct research and analyze trends and customer purchasing habits.
- 9.Reviewing sales data: Review sales data and competitor products.

● **Reliance JioMart**

26/11/2021 - 28/07/2023

Assistant Manager

Working Industry: Jio Mart

Working Area : Madurai

Roles & Responsibilities

- 1.own the performance metrics of pickers & Riders at store i.e attendance, punctuality consistency of following key delivery process & Timeliness of deliveries. Coach individual riders when needed & escalate issue when Required.
2. Ensure Delivery With in SLA , Fulfillment Complaints Resolution with in SLA
- 3.Responsible For The P&L & Should Work Towards Increasing Revenue & Reducing Costs.
- 4.Daily MIS tracking, Return Shipments & Transport arrangement & Followup
- 5.To Ensure With 100% Quality of Fruits and Vegetables send to Customers
6. Increase The FNV Sales and Control The FNV Losses
7. To Ensure With 100% Fulfillment Orders
- 8.Handling With Team Members
- 9.Reduce FNV Dump Percentage
10. Monitoring With Entire Process of Start to End Process

● **SPAR**

05/07/2021 - 11/09/2021

Assistant Category Manager

Working Industry: Fruits & Vegetables

Working Areas: TN

Roles & Responsibilities

- 1.Maintained current understanding of pricing structures, Market conditions and trends in industry.
- 2.Input, analyzed and reported on data covering all aspects of procurement operations.
3. Buying and Merchandising
4. To Ensure 100% Fillrate
5. Ensure Buliding Of Strategic Relationship with Store Team For Efficient Sales Growth
6. SAP Process
7. Price Negotiation
8. Benchmark For Competitors
- 9.innovative offers to achieved monthly Target
10. Identifying the sale trends to educate & motivate to the store Team.

● **Big Basket**

09/07/2020 - 11/01/2021

Procurement Manager

Working Area: Villupuram

Roles & Responsibilities

1. Input analyzed & required on data covering all aspects of procurement operations
2. market intelligence to identify opportunities for saving & cost reduction
3. evaluated supplier quotes based on purchasing procedures & Competitiveness in Quality, price & Delivery
4. Conduct Spend Analysis to identify cost saving opportunities
5. To Ensure With 100% Fill Rate
6. Negotiated policies and contracts with vendors to achieve optimal pricing and consistent availability
7. Procurement From Direct Farmers & Vendor's
8. Handling Team Members
9. Identifying New Sourcing Places Avoid Fill Rate issues
10. Benchmark For Competitors Price

● **Future Consumer Ltd**

03/12/2018 - 16/05/2020

Executive Quality

Working Industry: Fruits & Vegetables , FMCG& Dairy

Working Area: Chennai

Roles & Responsibility:

1. To Ensure With 100% Quality of Fruits & Vegetables Dairy And Staples
2. To Ensure 100% Fill Rate
3. Handling With 150-200Tones Per Day
4. Handling With Around Chennai 55-60 store's
5. maintain Quality Register
6. Ensure Building of Strategic Relationship with Team For Efficient Sales Growth
7. Handling Team Members
8. SAP Process
9. Benchmark For Competitors
10. Maintaining With Start to End Process
11. To Ensure With DC Quality And Store's Quality

● **Agricultural Development Office**

07/01/2017 - 27/08/2018

CCE

Working Industry: Crop Insurance

Working Area: Needamanagalam



● **Education**

● **Government high.Sec.School**

2010

S.S.L.C

82%

● **Laurel HR.Sec.School**
2012
H.S.C
80%

● **Annamalai University**
2016
B.sc Agriculture
7.12%



Skills



Top Skills 1.Buying & Merchandising 2. Quality Management 3. Dark Store & Warehouse Management 4. Microsoft office



*Industry Knowledge 1.Vendor Management 2.Project Management 3.Audit Process 4. Quality Management 5. Inspection



* Interpersonal skills - Leadership



Projects



Conversional Farming

Agro Industrial Tie-up program a Poultry Farming Rawe
Description Practically Learning of Agriculture and Explainir of
Conventional Farming.



Languages



*To Speak : English & Tamil *To Read : English &Tamil* To Write: English & Tamil



Reference



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Declaration



I here by Declare That all The Information Furnished Above i Belief.