

## Sandeep Nair

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Type Something

## Professional Summary

Highly skilled and dedicated Sales Manager with a successful track record in overseeing operations, optimising inventory management, and ensuring efficient logistics. Committed to delivering exceptional results and contributing to the growth and success of an organisation.

## Work Experience

### Sales and Purchase Manager

Sree Kaleswari Gold | Thrissur, Kerala

Jan 2019 - Dec 2023

- Managed sales and purchases within the gold industry, overseeing transactions, negotiating deals, and ensuring optimal pricing strategies.
- Monitored market trends, built relationships with suppliers and buyers, and implemented effective sales and procurement strategies to maximise profitability.

### Shop Incharge

VGN Jewellers | Mumbai

Jan 2011 - Jan 2019

- Oversaw daily operations of a bustling jewellery shop, ensuring smooth functioning and exceptional customer service.
- Prepared stock reports, analysed sales data, and implemented strategies to optimise inventory levels.
- Coordinated with vendors and managed purchase orders, ensuring timely delivery and cost-effective procurement.
- Trained and motivated staff to achieve sales targets and deliver excellent customer experiences.

## Education

BA | Kakatiya University | 2015

## Skills

- Inventory control and demand forecasting
- Supply chain management and procurement
- Team leadership and staff development
- Problem-solving and decision-making abilities
- Communication and interpersonal skills
- Process improvement and operational efficiency

- Warehouse management and logistics optimisation
- Proficient in inventory management software

### Languages

- English
- Hindi
- Malayalam
- Marathi