**VINEET RAMNANI**



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**PERSONAL PARTICULARS**

**Permanent Address**: Mumbai, India

**Nationality:** Indian | **Gender:** Male | **Date of Birth:** 13th Dec 1997

**SUMMARY**

* *Results-driven and* ***entrepreneurial business*** *owner with over 7 years of experience in the LED lighting solutions industry, consistently achieving and surpassing growth targets.*
* *Expert in* ***marketing and sales****, with a proven ability to lead high-performing teams and drive revenue growth through innovative strategies and client engagement.*
* *Strategic planner with a keen eye for market trends,* ***successfully expanding product lines*** *and* ***capturing new market segments****, including smart lighting solutions.*
* *Exceptional* ***leadership skills****, demonstrated by overseeing all aspects of business operations from inception to growth, providing strategic direction and fostering a positive work environment.*
* *Customer-focused approach, fostering strong* ***client relationships*** *and* ***achieving high customer satisfaction*** *and loyalty through tailored solutions and exceptional service.*
* *Efficient* ***operations manager, implementing cost-effective processes*** *that optimize efficiency, reduce costs, and maximize profitability.*
* *Proficient in* ***quality assurance and problem-solving,*** *ensuring product availability and accuracy in financial records through expertise in inventory management and accounting practices.*
* *Dynamic* ***communicator and networker****, actively participating in industry expos and cultivating strategic partnerships to enhance business growth and market presence.*

**KEY SKILLS**

Sales Strategy, Market Analysis, Team Leadership, Strategic Planning, Product Sourcing, Client Relationship Management, Cost Optimization, Revenue Forecasting, Customer Satisfaction Improvement, Inventory Management, Business Development, Vendor Management, Financial Reporting, Negotiation Skills, Brand Positioning, Competitive Analysis, Operational Efficiency, Marketing Campaigns

##### **WORK EXPERIENCE**

**LED Lighting Solution, India || Head of Operations || Jan 2016 - Current**

* Overseeing all aspects of business operations from inception to growth, ensuring seamless day-to-day activities.
* Leading a high-performing sales team, consistently achieving and exceedingly quarterly and annual revenue targets.
* Collaborating with manufacturers to source innovative LED products, ensuring the company maintains a competitive edge in the market.
* Fostering strong client relationships, resulting in a loyal customer base and a high rate of repeat business.
* Implementing cost-effective operational processes that optimize efficiency, reduce costs, and maximize profitability.
* Providing strategic direction and leadership, guiding the company through market challenges, and leveraging opportunities for growth.
* Monitoring market trends and competitor activities, adjusting strategies to stay ahead of industry changes and demands.
* Developing and executing comprehensive marketing strategies to drive brand awareness and increase sales growth.
* Ensuring compliance with industry regulations and quality standards, maintaining the company’s reputation for excellence.
* Conducting regular financial reviews and analyses, using insights to make informed business decisions and drive financial stability.

##### **ACCOMPLISHMENTS**

* Expanding the company's product line to include smart lighting solutions, capturing a new market segment.
* Initiating and cultivating strategic communications with business vendors, driving increased opportunities and fostering mutually beneficial partnerships.
* Spearheading a customer-centric approach, resulting in a significant increase in customer satisfaction.
* Streamlining inventory management, reducing costs while ensuring product availability.
* Engaging in active participation at various LED Expos, effectively connecting with customers to forge enduring relationships, while gaining valuable insights into market trends and customer preferences.
* Proficient in accounting practices and Busy software, consistently ensuring accurate financial records and contributing to informed business decision-making.

##### **EDUCATION**

* **Bachelor of Commerce** || Jai Hind College, India || 2016 - 2020

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