



Anand Srivastava

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A professional having 16 years of experience in Business Administration, Business Development, Operation and General Management of Publications, HORECA, Warehousing, Retail & Health Industry presently working as Manager – Group Solus

Career Overview

- ✦ A competent professional with **around 15 years** of hands on experience with the leading Retails, Warehouse, Hospital & Publication house with responsibilities covering Business Administration along with Operation, Sales and Business Development.
 - ✦ Experience of handling Business Development of Warehouse, HORECA, multiple retail outlets, Hospitals and team management.
 - ✦ Managing corporate & vendor relationship by focusing on service quality aspect by driving internal cross-functional team towards service excellence.
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Core Competencies

- ✦ Formulating annual business plans / strategies for maximizing profitability, revenue generation & realize organizational goals.
 - ✦ Recruiting and training the team (sales/marketing/operations/customer service).
 - ✦ Monitoring current business trend and exploring opportunities to expand footprint.
 - ✦ Building and maintaining healthy business relations with major clients including institutional, corporate accounts and business associates.
 - ✦ Enabling business growth by developing and managing a network of Channel Partners across territories for deeper market penetration & reach.
 - ✦ Leading, mentoring & monitoring the performance of the team to ensure efficiency in business operations, achievement of individual & group targets.
 - ✦ Creating an environment that sustains and encourages high performance; motivate teams in maximizing their contribution levels
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Career Highlights: **16 Years (Group Solus, Ridge, Planman and Goyal Brothers)**

Group Solus	Manager	Apr' 2011 Onwards
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Group Solus: A company headed by a group of hardcore professional from logistics, supply chain, consumer products, FMCG and International Trade with a vision to build an exceptional organization to delight the customers.

Key Roles

- ✦ Drive business development through various channels including corporate & institutes.
- ✦ Driving the business unit team to achieve highest level of customer satisfaction.
- ✦ Driving, Motivating & Monitoring of associates team along with their business partners.
- ✦ Aligning the warehouse operations to optimize inventory and transit times.
- ✦ Developing sales promotion plan and deciding advertising mix.
- ✦ Analyze market environment, provide inputs to develop strategy, setting up of new revenue streams and establishing brand in order to achieve revenue plan.
- ✦ Create Sales leads for the team through market research at desired margin.
- ✦ Manage, monitor and ensure smooth warehouse operations as per laid process.
- ✦ To monitor and ensure budgeted DSO is met.

