

### **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 crossfunctional team towards service excellence.

### **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

Career Highlights:

16 Years (Group Solus, Ridge, Planman and Goyal Brothers)

Group Solus Manager Apr' 2011 Onwards

**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.

- ★ To monitor and maintain movable and immovable assets at warehouse.
- ★ To supervise IT Infrastructure services including Desktop Applications, Local and or Wide Area Networks, IT Security IT Hardware, Software along with maintenance and procurements.

# Ridge IVF / Heart Centre Manager Operation April'06 to March'11

### **Key Roles**

- + To manage business operations covering sales & marketing, operations, Customer Services, billing process and Collections.
- ♦ Driving the business unit team to achieve highest level of customer satisfaction.
- \* Assessing the training needs of the employees and actively involved in reviewing, appraising, coaching and counseling to ensure they are equipped with the right skills, knowledge and empowerment to delight customers and achieve business results.
- → Promote the corporate value through active participation in the corporate initiatives.
- + To regularly interact with patients to gather feedback and share the same with the doctors and cross function team to enhance customer experience.

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# Planman I.T.E.S. Team Leader Sep'04 to March'06

#### **Key Roles**

- ★ To supervise and motivate team members for timely delivery without compromising on the quality.
- ♦ Driving the team to maintain desired service standard to achieve highest level of customer satisfaction.
- ★ To maintain discipline and harmony with in the team to avoid any conflict.

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## Goyal Brothers Admin. Manager Dec'00 to Apr'04

#### **Key Roles**

- ★ To supervise all kind of office administration covering reporting time of staff, salary disbursement, leave tracking, purchase and match dispatch with the invoices.
- ★ To interact with various service providers to have vendors pool to optimize cost.
- → To liaison with various govt. and local authorities for smooth business operation.

### **Education & Personal Details**

- Qualification Professional Diploma in Software technology and System Management from NIIT.
- Qualification Certificate in Computing (CIC) from Indira Gandhi National Open University, New Delhi.
- □ Date of Birth 7<sup>th</sup> August, 1976
- Languages Known English, Hindi & Bengali
- Marital Status Married
- Father's Name P.L.Srivastava
- Passport No. L7389153
- Date of Expiry 03.03.2024