

## Pradeep Jaising Bhosle

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### Personal Statement

A dedicated, efficient and enthusiastic professional who has experience in all aspects of project management, starting from the bid stage through to completion, including design, procurement, site management, technical, commercial and financial control as well as liaison with the client. Excellent communication and team working skills and performs well under pressure. Commitment to continuous improvement and quality standards, always works hard to create a positive atmosphere that motivates others and builds team spirit. As a driven individual who wants to progress, and is now looking to join a company where internal succession is always given priority.

#### Marketing



Marketing strategies  
Customer focused  
Sales Oriented  
Brand awareness  
Presentation skills

#### Negotiating



Strong closing skills  
Influencing skills  
Building relationships  
Account Management  
Up-selling

#### Dynamic



Entrepreneurial flair  
High energy levels  
People management  
Business planning  
Writing reports

#### Smart



Coming up with ideas  
Commercial judgement  
Effective planning skills  
Innovative  
Business sense

### Employment History

**Esskay Creative Pvt. Ltd. (Educational Management Solution Company)**  
**Project Manager Oct 2014 - Present**

### Key Job Responsibilities

- Managed critical and challenging projects from design stage to implementation stage.
- Ensured that project is implemented as per client specifications & completed in predetermined time with quality.
- Maintained client relationship and developing new business.
- Communicate with clients and sub-consultants.
- Daily, Weekly & Monthly Progress reports preparation & submissions.
- Using Techniques & Motivating manpower to reduce the waste & increase cost efficiency.
- Organize BOM & PO with track of vendor's for in time completion of project.
- Supervising structure works and services contracts.

### Key Projects Handled

- Project #1: Alpha Group, Chennai (CIT-Nagar/Porur/Sembakkam) Civil & Classroom interior work with Model classroom setup.
- Project #2: SVB CBSE School, Dombivali - Civil & Classroom interior work with Model classroom setup.
- Project #3: NES ICSE School, Mulund – Cafeteria setup at school
- Project #4: SNBP School, Pune – Outdoor Kid's Play area setup
- Project #5: Sesame International School – Work for BOM

## **Achievements**

- Completed projects without Lost time Injury (LTI) or Major Incidents.
- Maintained all quality, health, safety & Environment (HSE) records for entire project.
- Completed AC fitting Low Head in 7-Days, which scheduled for 15-Day at SVB CBSE School.

## **Wood Decor Furniture and Furnishing**

**Business Manager**

**Aug 2013 – Sept 2014**

### **Key Job Responsibilities**

- Buying & Marketing
- Sales and promotional activity
- Inventory management
- Costing and Project management
- Customer service and satisfaction

## **Nilkamal Ltd. (Furniture Division)**

**Manager - Supply Chain**

**Feb 2013 - July 2013**

### **Key Job Responsibilities**

- To ensure proper merchandise mix at all depots and stores, through allocations & monitor and analyze sales (PAN India - Total 40 Depot and 27 NHI stores ).
- Managed vehicle planning & schedule for all depots and store.
- Improved customer service goals by optimizing the deployment of inventory across the distribution network.
- Reduced inventory and maximized customer service levels by optimizing the distribution of safety stock.
- Improved responsiveness to changes in customer demand so that customers get what they want and when they want it.
- Redistributed products at the time of inventory imbalances.
- Tracked fast and slow moving SKU's at the store.
- Examined the gaps between orders & receipts. Kept check on the merchandise delivered as per delivery schedule.
- Liaised with Logistics manager, Zonal operations head, Business manager, Store manager, Category manager, Marketing team, & Buyers for proper merchandise mix / Maintain Inventory / Improve sale at store.
- Maintained Auto replenishment in system.

## **Housefull International Ltd**

**Operations Manager**

**July 2007 - Jan 2013**

### **Key Job Responsibilities**

- To monitor and analyze sales, ensure proper merchandise mix at the all stores, through allocations. (Total stores – 27, Satellite WH – 5, E.Com – 2, Central WH – 1).
- Improved customer service goals by optimizing the deployment of inventory across the distribution network.
- Reduced inventory and maximized customer service levels by optimizing the distribution of safety stock.

- Improved responsiveness to changes in customer demand so that customers get what they want and when they want.
- Redistributed products at the time of inventory imbalances.
- Tracked fast and slow moving SKU's at the store.
- Active SKU count within limits & maintenance of the purchase monitor.
- Analyzed store wise sales – Reasons for growth & action for growth.
- Ensured SKU's are created only after the budgeted margin is met.
- Follow-up on Purchase Orders for re-orders to completion.
- Examined the gaps between orders & receipts. Kept check on the merchandise delivered as per the delivery schedule.
- Responsible for the entire Store Operations, Training, Inventory Control, Cash Management, Store Administration etc.
- Ensured controllable costs are maintained within the budget.
- Liaised with Logistics manager, Zonal operations head, Business manager, Store manager, Category manager, Marketing team, & Buyers for proper merchandise mix / Maintain Inventory / Improve sale at store.
- Store visits to check quality of service.
- Provided administrative support to managers and general office.

### **Achievements**

- New Stores setup at Mumbai / Pune / Bangalore / Hyderabad / Chennai
- Setups Satellite WH at Mumbai / Pune / Hyderabad / Bangalore / Chennai
- To recruit RM / ARM / Sales coordinator & store supporting staff at store
- Conduct inventory audit at all store / Satellite WH and Central WH
- Control damage defective stock all store and QC of inventory

### **AC Nielsen ORG MARG Pvt. Ltd.**

**Operations Executive**

**Oct 1995 - Feb 2007**

### **Key Job Responsibilities**

- Measure market performance, analyses market dynamics, diagnose & solve marketing & sales problem, Identify & capture growth opportunities, closely work with clients to help them choose right set of information & service.
- Retail audits for various products such as FMCG (In an activity we are meet General stores, Grocers, Modern Tread (Super Market), Medical store, & key outlets etc. For collection of trend of market with actual sale as well as monitor POP/POS of display activity).
- Panel development for retail store audits (FMCG, Consumer Durable, Liquor, Soft Drinks, Cigarette, Hand set, Medical audit-Rx, Pharma, Sanitary ware, Rural consumer panel etc.)
- Handling the team of 12 auditors who collect the primary data.
- Team Management – Recruits people, Market mapping Route and activity planning, monitoring the people working & applying quality checks, Responsible for the smooth functioning & allocation of different field jobs to the team.
- Ensuring proper, accurate research work in line with planned objective, controlling the field project cost, making them cost effective same time adhering to the quality standards by the company.
- Successfully carried out various ADHOC studies and Census works.
- Worked under Six Sigma Project & Conducting HHT (Pocket PC) training for new technology of Data collection.

## **Key Projects**

- Project 'Delight' & 'Kaizen' - **QDI** (Quality determine Index) for **Hindustan Lever** Ltd.)
- Handled 1995 Census work in Mumbai region, Raigad, Ratnagiri, Palghar, Bohisar, Vasai
- Conducted Indian Readership Survey (In this monitor popular magazines reads by consumers) with 10 PI's reporting – 1997
- Handled Doctor's Census (Collects information about their practice & personal database).
- Involved in special project in Press Audit for monitoring news and Advertisement space in leading newspaper like The Times of India, Mid-Day, Afternoon and Economic Times.
- Handled Watch Census, Project Garment (for ITC) & Project Mits (for Consumer Durable).

## **Key Strengths**

- Ability to work in high pressure environments and a good team player
- Lead, motivate and work as a team
- Selects, recruits and manages staff
- Strong organizational communication skill
- Seek continuous improvement, focus on learning
- Active in designing, implementing, managing and improving quality, information and management processes
- Customer focused
- Accountable for the profitability of the outlet

## **IT exposure**

- Work with SAP & JDA application (ERP), Retail Excel (MIS)
- Diploma in Computer Application & Management
- MS Office application.

## **Academic Qualifications**

- **B.Sc. - Mumbai University**
- **Diploma in Business Management** - Welingkar Institute, Mumbai
- **Diploma in Retail Management** – Karma Retail Academy, Mumbai

## **Personal Details**

Date of birth : 29 October 1970  
Nationality : Indian  
Marital status : Married  
Languages Known : English, Hindi and Marathi

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**PRADEEP J. BHOSLE**