

MEENA DANDRIAL

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Efficient and diligent problem solving professional with 15 years of experience and Strong bias for Impact based Action, while designing and implementing tools to improve speed and accuracy of department personnel. Expertise in:

FC Operation | Inventory Management | Vendor Management | Category Management | Team Management

WORK EXPERIENCE

Since Aug 2021 Cosmo Fine Foods Pvt Ltd. – **North Manager (Sales)**

Sales & Target Achievement, Customer Service, Visual Merchandising ,TOT Negotiations, Sourcing Supply & Marketing Agreements, Fill Rate & Return Management, Marketing Promotions, Merchandising

2019-2021 | Flipkart Ltd. – **AM-SCM (Operation)**

Develop, mentor and motivate the team in the region to achieve higher goals, Spearhead fulfilment center operations, Accountable for Inventory and related asset management, Drive continuous improvement initiatives, Work closely with Logistics Team, PNL accountability of Warehouse

2012 – 2019 | Relay India – **Manager (Buying)**

Vendor Management, Supply & Marketing Agreements Inventory, Fill Rate & Return Management, Business Analysis, Marketing Promotions, New Store Openings Planning & Execution, Merchandising

2011 – 2012 | Infibeam.com – **Asst. Manager (Vendor Relation)**

TOT Negotiations, Listing, Sourcing, Commercials & Sales, AOP category Targets and Category Sales Analysis

2009 – 2011 | Odyssey – **Asst. Manager (Operations)**

Sales & Target Achievement, Customer Service, Visual Merchandising, Team Management, shrinkage and damage control, Inventory Management, Business Analysis (MoM & YoY)

2006 – 2009 | Landmark Ltd – **Senior Sales Executive**

Department Target Achievement, Team Management, SOP implementation & Staff Training, Customer Service, Order Management (Private & Corporate)

EDUCATION

2017 Masters of Business Administration – **Sikkim Manipal University**

2009 Bachelor of Commerce – **University of Delhi**

CERTIFICATIONS

2020 Certificate of Completion – **SPARK workshop (Training on People Management)**

2021 Food Safety Supervisor Certificate of Competence – Storage and Transport & COVID- Food Safety Supervisor

HONOURS & AWARDS

- **First prize for best marketing campaign for launch of Autobiography of Mr. Sachin Tendulkar**
 - **Outstanding Performance award by Odyssey Ltd in 2008**
 - **Employee of the month by Landmark Ltd in 2007**
 - **Organized successful marketing campaign for Lord Archer**
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