**AMEY DEEPAK KARWARKAR**  **Contact No**: 9967889989

amey.karwarkar1989@gmail.com **Seawoods,Navi Mumbai**

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| **WORK EXPERIENCE** |

* Presently working with **DIVINE SOLITAIRES, a Loose Solitaire brand of R.S DIAMONDS P LTD.** as a **ZONAL BUSINESS HEAD India & 2 Countries (Australia & New Zealand Buying Groups)** with a remuneration of 18,00,000/- Net Pa + Variables.

***Job Responsibilities****:*

* Handled under this organization as Zonal Marketing Head are keeping a track of all the activities happening in all the business units related to B2B & B2C sales across India for Diamonds.
* Approaching & Meeting new potential clients for a start of new business Developments & Relations. Responsible for events & exhibitions happening across India. Look into the In-store branding & all the BTL activities to promote Diamond sales. Advertisements, Brand Promotion & building Brand image comes under my work responsibilities. Staff Training across India. Presentations to HNI Wealth Management clients.
* Also work handled under this firm is building up new franchises across India for the retails of our Loose Solitaire Diamonds. Having exhibitions for B2B & B2C clients & customers which Influences sales & builds Brand Image.
* *Awarded* ***“BEST PERFORMING HOD”*** *in the Year 2017/18.*
* *Promoted from Regional Marketing Head to Zonal Marketing Head in the year April 2015.*
* *Awarded* ***“BEST PERFORMER OF THE DECADE AWARD”*** *in the Year 2014/15.*
* *Awarded* ***“SPECIAL RECOGNITION AWARD FOR BEING AN OVERALL ACHIEVER”*** *in the Year 2014.*
* **Duration:** March 09th 2012 to till date
* **Also** Worked with **TRIBHOVANDAS BHIMJI ZAVERI – THE ORIGINAL LTD**. **JEWELLERS** as a **Hd. Customer Service executive for Gold & Diamond section** with a remuneration of 2,18,000 ctc. P.a. app.

 ***Job Responsibilities:-***

* Handled under the organization as a C.S.E. are Daily Stock Taking, Handling customer, ordering of new stock, Design Jewellery as per customer requirement, Handle the advertisement part of the showroom, Conduct Road shows to increase footfalls in showroom, In charge of tie ups with companies for bulk order of Gold Coins and also tie ups with marriage halls for sale promotion of jewellery, Conducting exhibitions by tracking the potential areas where new showroom can be opened, Maintenance of reports that has to be sent to HO monthly etc.
* **Duration:** 10th June 2009 to 10th Nov. 2011

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Also worked with **GITANJALI LIFESTYLE GROUP PVT. LTD.** as a **Senior Sales Staff cum Supervisor** for Shop counters with a remuneration of 1, 28,800 ctc p.a.

***Job Responsibilities:-***

* Handled under this firm are Sales and Sales promotion of International Watch brand along with Silver and 18kt Gold Jewellery with CZ stones. Also maintaining reports related to HO.

**Brand handled under this firm: Watch & Jewellery**

Lucera, Roberto Cavalli, Just Cavalli, Nina Ricci, Philip, Morellato, Pirelli, Marvin 1860, Sector, Pegasus, Arbutus, Aquamarine, Miss Sixty, Iris, Ever last & Umbro

* **Duration:** Oct. 2008 to May 2009.
* Worked with **JUST LIFE STYLE PVT. LTD**. At **JUST IN VOGUE STORE INDIA’S LARGEST LUXURY RETAIL CHAIN** as a **Senior Customer Sales Associates** with a remuneration of 84,000 p.a

***Job Responsibilities:-***

* Where the work done are foremost Sales and Sales Promotions, Vital Role in Achieving Target, Assisting the Manager in the Implementation of Sales and Sales Influencing the customer to purchase more, Display of new collection, Billing & Ordering of new stock as per stock requirement, Setting up New Stores, Inventory a/c’s Cash tally, Billing & Train new staff.
* Also won the BEST C.S.A. for the sales of High End Watches for Continue 6 months.
* **BRANDS HANDLED THIS FIRM: WATCH, SUNGLASSES & PEN**
* **Watches like** Tissot, Police, DKNY, Fossil, Espirit, Citizen, Casio, Tommy Hilfiger, K.C. Pierre Cardin, Swatch, Giordano, Festina, Skagen, Aspen, Titan, Timex, ODM & Levis.
* **Sunglasses** like Polaroid, Levis, Mojo, Oakley, and Police & Fast Track.
* **Pens** like Sheaffer, William Pens, Ferrari, Ducati & Cross.
* **Duration:** Nov. 2007 to Sept 2008.

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* Worked with **TITAN INDUSTRIES LIMITED SHOWROOM** (World of Titan), from TATA GROUP for 1 & ½ years where initially joined in as Customer Relationships Officer and later got promoted as Asst. Store Manager, Titan is one of the TATA’s “Business Excellence Winner” are India’s No 1 retail chain.

***Job Responsibility:***

Sales & Sales Promotion, Promotions to increase foot falls, visual merchandising, key role in achieving target, daily stock counts, Billing and ordering of new stock, Handling Cash Counter, Set up of new stores all over Mumbai, Train new staff in-house as well as all over Maharashtra, Banking & Cash Deposit, Day end Cash Tally, Handling Service Centre, Assisting Manager in all his back as well as front office work related to Head Office.

**BRAND HANDLED UNDER THIS FIRM**

Titian, XLYS, Hugo Boss, Nebula, Sonata & Fastrack (Watch & sunglasses)

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| **ACHIEVEMENT OF THIS FIRM** |

* Participated and qualified as the **YOUNGEST PARTICIPANT** in **“FACE OF TITAN”** ever, a competition kept by TATA group to find the best CRO.
* Stood 22nd all over India as the “BEST CRO” out of the 6000 CRO’s
* Became the youngest **“LEARNING CHAMPION**” ever to e made in India, Learning Champion is a **TATA CERTIFIED TRAINER cum AUDITOR**.
* Quickest to get promoted as s Asst... Manager
* **Duration**: Aug. 2006 to Oct. 2007

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| **CAREER OBJECTIVE** |

* **T**o be a part of the booming industries in market and try to grow along with it at the same speed at which the company is growing in the market by trying to give my best possible efforts and inputs to the which was minutely help to the growth of the organization.

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| **EDUCATIONAL QUALIFICATION** |

* Passed S.S.C. from St. Xavier’s High School, in the year 2004-05
* Passed HSC from Tilak Jr. College of Sci, Com & Arts in the year 2011.

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| **PERSONAL DETAILS** |

**Date of Birth** : 22nd Dec. 1989

**Marital Status** : Single

**Nationality** : Indian

**Languages Known** : English, Hindi, Marathi, Kannada & Konkani

**Post Applied for**  : Position into Marketing or Business Development.

**Salary Expected**  : A per company’s Reputation

**Reference** : If required

**Location** : Indian / Abroad

**Passport Number** : H 9223222

**Date**  :

**Place** :

 **AMEY DEEPAK KARWARKAR**