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Certificate Programme in Strategic Retail Management

Participants Profile - 2013



Retail professionals in India have always relied on self-learning, which comes with years on the job. But with a booming retail market, it has become imperative for retail managers to review their own roles within their organisational setup, and assume greater responsibility. Retail managers, who bring a holistic understanding of the global retail industry with them, in addition to many years of work experience, are more assertive in their approach to on-the-job problem solving and decision making. The Certificate Programme in Strategic Retail Management at the ISB will help achieve this degree of leadership that enables retail organisations adapt to the ever-changing business environment.



Amarbir Gandhi

*Brand Head
Arvind Retail Limited*

Handling a portfolio of men's formal & jeans wear brands – Excalibur, Newport, Cherokee, Mossimo & Geoffrey Beene

Driving Revenue – Sales & Margin

Product Category Management for driving profitability

Buying, merchandising and retail planning functions, Inventory Management

Previous Assignments:

- Bharti Walmart Pvt Limited - Senior Manager-Buyer (Menswear)
- Madura Garments - Product Manager (Tailored Suits Division)



Amit Pande

*Retail Director
Allen Solly, Madura Fashion & Lifestyle, Aditya Birla Group*

Business Head for Allen Solly's retail business.

P&L for the brand

Previous Assignments:

- ITC Ltd. - Branch Manager
- ITC Ltd. - Marketing Head - Incense Business



Ankit Jain

*Deputy General Manager - Finance
Bharti Walmart Pvt. Ltd.*

Financial control and P&L management for Walmart's Cash & Carry operations in India.

Previous Assignments:

- Finance & Control at Nestle India Ltd.



Ankur Jain

*Senior Consultant - Strategy & Transformation
IBM India*

Consulting assignments for Retail Sector in the field of Operations and Supply Chain.

Previous Assignments:

- Business Analyst - Evalueserve.com



Ankur Malhotra

*Sr. Manager - Marketing
BUNGE India Pvt. Ltd.*

Responsible for Top Line & bottom line, Consumer & trade marketing, Advertising & Promotions planning, Leading Innovations management for regional projects.

Previous Assignments:

- Brand Manager (Household Care) - Vim & OK - Hindustan Unilever Ltd.



Ashish Jain

*General Manager - Franchise Operations
Coca-Cola India Pvt. Ltd.*

Leading and driving business of two of the franchise bottling operations of Coca-Cola India.

Building a joint vision and strategic roadmap for the business, developing a profitable partnership with franchise bottlers, preparing and driving plans on all facets of business like marketing, execution, supply chain, finance, quality and sustainability to drive volume and market share.

Previous Assignments:

- Nokia India Pvt. Ltd.
- Infosys Technologies Ltd.
- Asian Paints Ltd.



Bryan Dasilva

*Head Operations - Sales & Customer Care
Trent Ltd - Westside*

Manage day to day store operations, and register growth from existing stores.

Identify new markets and selection of new store sites.

Store profitability, process adherence, Customer satisfaction and world class product presentation. Also to create a talent pool within the Operations team, to address the aggressive growth plans of the organisation

Previous Assignments:

- Charagh Din - Asst. Manager – Sales



Dev Arora

*General Sales Manager
Hindustan Coca-Cola Beverages Pvt. Ltd.*

Manage Sales involving channel management & direct store delivery

Revenue - Achieving revenue and volume targets of planned ABP- brand/pack wise

Market Execution – Product Availability, Visibility and Activation objectives within approved expense budget”

Previous Assignments:

- ITC Ltd.



Dheeraj Sood

*Deputy General Manager & Market Manager Operations
Bharti Retail Ltd*

Spear heading retail operations for “Easyday” spanning over 65 stores across 35 cities in North India.

Sales, operations, people and profitability of the market assigned.

Work on pre-emptive competition strategies , opening new stores and remodeling of existing ones, work with merchandising to reposition assortments.

Previous Assignments:

- Pulse Foods India Pvt Ltd - Manager International Business
- Costa Coffee - Devanyi International Pvt Ltd - Territory Manager – Operations



Ekta Saran

*Senior Buying Manager
Trent Ltd - Westside*

Heading Kidswear business vertical at Westside

Business Strategy and Execution - Product Development and Management

Brand Management - Budgeting

Previous Assignments:

- Brand Manager Sisley - Trent Ltd.
- Buying Manager Fashion Yatra – Trent Ltd.
- Buying Manager Ladies Young Fashion and Kidswear – Trent Ltd.



Joe Antony

*Territory In-charge
JSW Steel Ltd.*

Manage Sales activity across Karnataka & Goa for 4 Product Categories in Karnataka & Goa.

Planning, forecasting and managing inventory holding to minimize the cost

Assist the JSW Shoppe* (Retail network of JSW Steel Ltd.) in increasing its Retail foot print by linking to retailers

Widen retail network in rural areas

Ideate with marketing team for handling promotional activity

Conduct influencers meet in respective territory for creating brand advocates.

Previous Assignments:

- Sales Manager OEM & Retail Network – Standard Wire Products



Joseph Zachariah

*Retail Director
Louis Philippe - Madura Fashion and Lifestyle*

To lead the retail business of the brand as a profit centre, deliver the business objectives and provide enhanced customer experience and imagery in line with the brand DNA through retail best practices.

Previous Assignments:

- National Sales Head – Madura Fashion & Lifestyle



Lalit Kumar

*General Manager - FBO
Coca-Cola India Private Limited*

Leading the franchise bottlers of Western UP and providing thought leadership on complete business operations.

Previous Assignments:

- Sr Zonal Manager - Headed the Decorative paints business for Akzo Nobel (Dulux) for Delhi & Uttar Pradesh.
- Project Manager - Modern Retail - Conceptualised, developed & Launched Dulux Decorator Centers for Dulux nationally.
- Various other Sales assignments with Bharti Airtel Limited & Hindustan Petroleum Corporation.



Madhulika Damani

*Senior Buying manager
Trent Ltd. - Westside*

Heads Ethnic Wear vertical at Westside

Formulation and deployment of business & product strategy for ethnic wear Business Involved in various functions like Designing, Buying, Merchandising & Sourcing for the category

Previous Assignments:

- Head Designer - Shoppers Stop



Narayan Shankar Bhatt

*General Sales Manager
Hindustan Coca Cola Beverages Pvt Ltd*

Build Business Volume growth for the unit

Increase Market share

Manage and Nurture Distribution in designated markets

Build Pipeline of talent for the organisation

Enhance capability of the sales force through structured programmes

Previous Assignments:

- Procter & Gamble India Ltd.
- Henkel Spic India Ltd.
- Reliance Infocomm.
- Mobil India



Nirupama

*Senior Manager - Buying
Bharti Walmart*

Transmuting consumer trends to an optimum and competitive assortment strategy to create an offering which delights the customer

Drive buying process enhancement initiatives like assortment planning, range architecture planning, financial planning, product development and markdown optimisation to achieve category P&L

Previous Assignments:

- Reliance Retail
- Levis Strauss & Co
- Shopper Stop



Piyush Pande

*Family Business Manager
M. S. Pande & Sons*

Look after the 80 year old retail chain M.S. Pande & Sons which deal in electronic goods, consumer durable products, real estate & manufacturing.

Previous Assignments:

- Family Business Manager



Prince Chatterjee

*Head Buying - Non Food (GM & CD)
Tesco Hindustan Wholesaling Pvt. Ltd*

Revenue, Profitability, Strategy, Assortment, Offer Management, Pvt Label, Division Participation and Team management.

Previous Assignments:

- Bharti Wal-Mart
- METRO Cash & Carry



Rakesh Kr Sharma

*General Manager, Operations - West
Bharti Walmart*

Sales, Operations, People and P & L responsibility of the Best Price Cash & Carry stores in west India

Previous Assignments:

- Bharti- Walmart Pvt Ltd - Store General Manager- Jalandhar, Kota & Amritsar.
- Pantaloon Retail India Ltd, Big Bazaar- City Manager, Meerut.
- Reliance Petroleum Ltd - Area Manager.
- Colgate Palmolive (I) Ltd - Sales Territory Supervisor



Sajeev Pillai

*Business Development Manager
GPLUS (Retail Venture of Gupta Overseas)*

Regional responsibility for entire South India encompassing Strategic Planning, Business Development, Channel Management & Expansion, Product penetration, Promotions including BTL and Team management.

Previous Assignments:

- Videocon Industries - Branch Operations Head
- ICICI BANK Ltd - Regional Sales Manager - West
- SHELL(LPG) India - Territory Sales Incharge - Mumbai



Sudhir S

*Managing Director
Inspan Infotech Pvt Ltd*

Entrepreneur since 2001



Sumit Gupta

*Category Head - Staples
Aditya Birla Retail Ltd. - Hypermarkets*

Buying & Merchandising- Staples Foods Category, Strategy Planning, Budgeting and Category P&L

Previous Assignments:

- Reliance Retail Ltd. - Category Merchandiser - Staples
- Pantaloon Retail (Future Group) - Buyer Staples
- ITC Ltd IBD – e choupal



Sunil Nair

*Territory Head
Cafe Coffee Day*

Managing the largest territory of Café Coffee Day & Coffee Day xpress.

Leading a team of 2000+ employees, team growth being the key focus.

Top line and Bottom line for each of the 400+ cafes and 180+ xpress outlets.

Identifying ideal profitable locations with best negotiated rentals.

Previous Assignments:

- PIZZA CORNER - Head of Outlet (Brigade road-bangalore)



Urvashi Punia

*DGM - Category Head - Women's Western Wear
Bharti Walmart*

Category Management

Assortment Planning

Category financial planning & Management

Overall Category growth

Previous Assignments:

- Wills Lifestyle ITC - Category Head, Womens
- Reliance brands - Senior Buyer
- Brand Marketing - B & M Head



Vineet Agarwal

*Franchise Manager
Coca-Cola India Private limited*

Build a Sustainable, Long term & Profitable Partnership with the Franchise Bottler

Develop Long Term Strategic Business Plans & Objectives; Conceptualize Investment & Execution plans to achieve the same

Build Organisational Capability in terms of Human Talent, Technical Capability, Supply Chain capability, Marketplace Infrastructure, & Social License for sustainable growth

Previous Assignments:

- Perfetti Van Melle India Private Limited
- Ceat Ltd



Vivek Andotra

*DGM - Buying & Merchandising (FMCG - Foods)
Bharti Walmart*

Managing the P&L of all FMCG Food categories of Retail business for Bharti Wal-Mart.

Formulate category strategy, financial plans and assortment for the retail stores.

Manage financials like sales, margin, markdown, inventory plan for the category.

Leading negotiations with all major FMCG brands for effective sourcing of their products, to meet Wal-Mart's 'Every Day Low Price' commitment to its customers.

Previous Assignments:

- METRO Cash & Carry - Buyer, Food Imports.
- UB Group - Key Accounts Manager, North.
- Shaw Wallace - Institutional Sales, Mumbai