

Lokesh Kumar

Senior Sourcing
Executive

Personal Info

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Date of Birth

20-10-1994

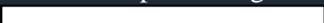
LinkedIn

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Skills

Vendor Management


Order Processing


Relationship Building


Negotiation


Leadership


Flexibility and Adaptability


As an Experienced professional in the Industrial field , I would like to work in a challenging environment to achieve higher career growth & to contribute for growth of an organization.

Experience

Senior Sourcing Executive

Kazo Fashion Private Ltd.

- Responsible for planning the sourcing & order processing of Apparel , Bags & Accessories for organization.
- To manage the fund planning for orders , monthly MIS Report , ,PO generation from Domestic / global Vendors .
- To help capacity planning at vendor/sub-vendor, order generation in china & taking full responsibility of sourcing .
- Conducting Account reconciliation , stock auditing at regular intervals.
- Responsible for right global / domestic vendors identification which are capable of delivering products meeting Kazo quality, cost & MOQ , also maintaining healthy relationship
- Regularly monitoring the timely delivery , prices & quality by vendor.
- Independently collaborating with all stake holders in ensuring the Apparel & Accessories collection launched .
- Responsible for handling import clearance , freight forwarder selection and deliveries .
- Follow up and work closely with the buyers/ designers by providing valuable inputs from import Vendors on bags & accessories new designs

Business Development Executive

Extramarks Education pvt.ltd

- Maintaining and optimizing existing engagement atl and btl marketing and social media automation journey .
- Handling marketing campaigns , making plans and strategies for lead generation and advertising of company
- Conducting counselling sessions , creating need and urgency for on spot conversion of deal by using KRA's of company
- Data mining and researching information about key decision makers in Education Institutes so as to

Languages

English
Hindi
Punjabi

Internship

Future Consumer Limited

- Handling the project " Product Activation and penetrating market for KARA NPR "
- Analyzing the consumer behavior towards NPR and making marketing strategies .
- Conducting Research to position the product in a niche market
- Handling sales in an assigned territory .

Education

Institute of Technology and Science, **PGDM**

- Post graduation Diploma Management
- Marketing and Operations
- Member of 5s Club
- Active member of Uthan and Parivatan social communities

Guru Teg Bahadur Institute of Technology, **B.Tech**

- Engineering in Information Technology
- Team Leader in organizing national event "Expressions"
- Worked as summer intern in **Idea Count**

New Era School , **Intermediate**

Lal Bahadur Shastri Sainik School , **High School**

Achievements & Volunteering

- Negotiated with the International Vendors for B&A Category orders and brought down the expenses by 30% mark and opening the **Three** International and **Five** Domestic Vendors .
- Coordinated Fashion Bash on 23rd March in WYSIWYG -2017 organized by I.T.S College .
- Volunteer in "Young Talent Hunt" organized by ITS Ghaziabad