



Abhinav Shankar

Footwear technician

📍 Forbesganj, Bihar, India

[Portfolio file](#)

[View profile on Dweet](#)

Languages

German (Basic)

Hindi (Fluent)

English (Fluent)

Bengali (Basic)

Panjabi (Basic)

About

as

BRANDS WORKED WITH

CONDOR FOOTWEAR INTERNATIONAL

Reliance AJIO

VKC Group

Experience

Deputy Manager

Reliance AJIO | Sep 2022 - Dec 2022

Vendor development, Vendor Management, Project management.

To help vendors with the on boarding process, Catalogue & Sales Management, Build market analysis, competitive analysis, marketing sizing, merchant relationship, category merchandising, and category issues management.

End to end responsibility of vendor on boarding & development for the category.

Responsible for driving quality Catalogue size & growth, Overall Assortment, Quality Supplier base across PAN India Level.

Responsible for understanding and penetrating into the disorganized vendor market and organizing them.

Responsible for Category Product & Vendor NPS

Conduct financial analysis of business opportunities to meet and exceed revenue and profitability targets.

To manage vendor relationships - manage supplier/partner contracts, manage day-to-day relationships, and negotiate and secure marketing funds.

To follow & Implement Operational guidelines & SOP by BD & AM team members.

Assistant Manager

CONDOR FOOTWEAR INTERNATIONAL | Oct 2021 - Feb 2022

To coordinate development as per market feedback, market demand, fashion trend as well as creativity.

To get sales reviews of developed articles that are floating in the market.

To finalize a new product with a discussion with a production team to make it more feasible.

To calculate the bill of material, time study, production process, and quality standards.

To arrange production kit mass production.

To take orders from SCM and coordinate and plan for mass production.

To decide material and mold of new development

To review the production process and to do its follow-up.

Review of quality, material, and delays.

To create and run MRP.

To follow export order production and deadlines.

To follow large-format retail orders and deadlines.

Material purchasing after checking the current stock.

Maintaining stock level and calculating the future demand.

Stock matching, physical stock vs. system stock.



senior associate

VKC Group | Mar 2015 - Mar 2021

Implement the entire new product within 20 days.

To give details of floor for day to day planning

To look over each process to achieve 100% quality

To give detail description on new introduced articles

Planning and execution of Plans in Production & Liaise with Material Team to Manage Stock

Launch new products by its desired rate and desired time interval with

quality

Give management the perfect study of costing for new products by work centers and number of workers provided.

Liaising with the sales and procurement team for effective long term forecasting.

Firming of material requirements and balancing of the workflow.

Liaise daily with Management, Engineering and Supply Chain team on materials availability.

To produce and communicate daily production planning and scheduling plans.

To plan and schedule workflow for each operational area.

To held daily production meetings with production areas and update KPI's as appropriate.

Provide regular communication to the relevant team's regarding line development, seasonal performance and change in forecast.

Analysis all weekly, monthly and quarterly sales, production and new development report to review product feedback and implement the solution in new development.

Regularly review and create analysis on competitor's website- brand offerings, product range, market initiatives to identify areas of improvement.

Education & Training

- **Footwear Design and Development Institute**

Bachelor of Technology,