

Sanjeev K. Tripathi

+(968) 99838704

sanjeev.omanico@gmail.com



Manager equipped with extensive experience in sales & Purchase management. Employs excellent leadership skills and multi-tasking strengths. Demonstrated ability to improve trading operations, increase top line sales and reduce costs.

Experience

(August-2007 till date)

Manager – Sales & Purchases

Omani Company for Agricultural Services & Development L. L. C.
(Phone: 2454 2899, 2453 5807, Fax: 2454 2804)

- Government Biddings & Tenders.
- Purchase management – Imports & Local
- Sales management – Corporate & Retails.
- Manage manpower at various showrooms.
- Manage supplies.
- Pricing: Imported & locally purchased products.
- Preparation & Analysis of various MIS reports.
- Generation of credit ageing statement & supervising the credit control department and fund flow.
- Inventory management.
- Various Sales & Purchase Analysis.
- Handling customs portal of Oman for various permits & licenses.
- Motivate and coach team to meet desired goals.
- Recruit sales people & technicians.

Company Profile

Omani Company is one of the oldest & well reputed company in agriculture and horticulture sector. The company is sole distributor in the Sultanate of Oman for various internationally renowned brands for Agricultural Machineries, Fertilizers, Tools, Ornamental Seeds, Indoor & Outdoor Plants etc., and has a modern warehouse, Service Centre, number of Showrooms at various locations within the country for retail marketing, Green houses and a 60 hectare + farm for propagation of various kinds and varieties of plants.

Highlights

- Multiple Functions with easy adjustments.
- Results-oriented
- Business Communications
- Effective working
- Collaboration & Co-ordination.
- Operability and commitment
- Team work.
- Problem Solving.
- Good manners

Education

- Post Graduate: M.Sc. (Statistics)2002, V.B.S. Purvanchal University.
- Diploma: PGDCA, MIIT

Language skills

- First language: Hindi
- Others: English, Arabic

Other skills

- Well acquainted with office automation equipments.
- Well conversant with several computer applications.
- Cool, Agile, Target oriented, Team Leader.

Agencies Dealing with

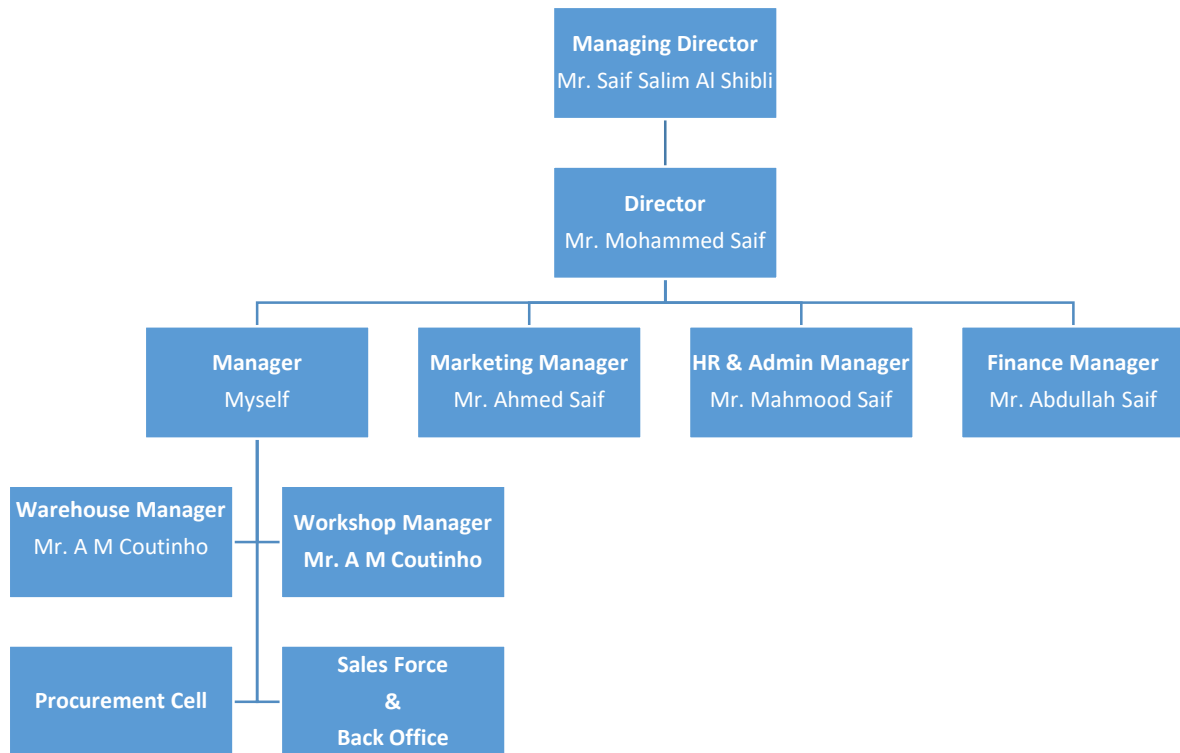
Engines & Spare Parts	- Briggs & Stratton Corporation, USA
Equipment, Spare Parts & accessories	<ul style="list-style-type: none"> - Briggs & Stratton Corporation, USA - Briggs & Stratton Australia Pty. Ltd. - Emak S.P.A., Italy - Gloria Gartengerate GmbH, Germany
Chain, Bars & others	- Oregon Tool Europe SA, Belgium
Hoses & Accessories	- Tricoflex S.A., France
Horticultural & Gardening Tools	<ul style="list-style-type: none"> - Ames Corporation, USA - Julius Berger GmbH, Germany - Freund-Victoria GmbH, Germany - BD Industries, Korea - Felco S.A., Switzerland - Passi Agrotech, Punjab, India
F1 Hybrid Ornamental Flower Seeds	<ul style="list-style-type: none"> - Ball Colegrave Ltd., United Kingdom - Sakata Ornamentals Europe A/S, Denmark - Takii Europe BV, Holland - Breeders Seeds Ltd., United Kingdom
Fertilizers & Soil Conditioners	<ul style="list-style-type: none"> - Kekkila OYJ, Finland - BVB Substrates, Holland
Plastic flower pots & trays	<ul style="list-style-type: none"> - Poppelmann GmbH, Germany - Stewart & Co. Ltd., United Kingdom
Others	- Many other suppliers from USA, Europe, Asia & local.

Job Challenges, Solutions & Developments

- Credit Control, Inventory management, manual record keeping & real time stock status were the great challenges, shifted towards computer-based ERP system made things easier. Handling a range of products is now at fingertips & accessible while away from office.
- Handling around 4,000 products having 50% fast moving of them made easy by group categorization.
- Successfully implemented the job management system at workshop.

- Successfully trained for the Integrated Software with the help of Briggs & Stratton Corporation for e-procurement, warranty management, online training programs, various reports & real time world-wide stock status.
- Successfully promoted & supervising e-marketing through social media for neutralize the challenges in doing traditional trading practices. And the journey is still going on.

Organizational Structure



Reporting personals

- **Mr. Mohammed Saif, Director**
- **Mr. Saif Salim, MD**

Other Responsibilities

- Managing real estate operations at **Sidab Housing Complex**, a super luxury residential complex having 52 units of 4-BHK Villas owned by company. Leading a project-oriented team with Lease experts, back-office members, civil technicians, workers & an accountant.

Personal

Details

Date of Birth : 19-05-1980
Gender : Male
Marital Status : Married
Mother : Late Mrs. Kamini Devi
Father : Mr. V. D. Tripathi, Retd. Central Govt. officer
Spouse : Mrs. Shweta Tripathi, Teacher & House maker
Kids : Two, A girl & a boy child.

Passport, Visa Details : Passport No – M2926214, Expiring on 02/12/2024
Civil No. – 74687723, Expiring on – 04/09/2023

Contact Numbers : 00968 -9983 8704 (GSM & Whatsapp)

E-mail : sanjeev.omanico@gmail.com

Hobbies : Cooking, Lestening to classical music, Family picnics.

The enthusiasm I possess, allows me to work under pressure and allows me to hold the key responsibilities entrusted to me with utmost care and maximum satisfaction of my superiors.



(Sanjeev K. Tripathi)

Place: Muscat, Sultanate of Oman.

Dated: / /2023

