** SAGAR KRISHNA KALWANI *E-mail: sagarkalwani1987@gmail.com Phone:+91-9922846636***

**Objective**

Targeting challenging assignments in **Work from Home industry**

**PROFILE SUMMARY**

* A competent professional / planner with nearly **3 years’ of experience as a Social Media Evaluator**
* Presently evaluating Web search result history for Lionbridge
* Expertise in managing activities like demand planning, forecasting, demand fulfilment and inventory management including finished goods
* Strong practical and theoretical foundation in improving methods to ensure customer and employee satisfaction
* Hands-on experience in overseeing overall functions of Orthopaedics and Cardiac Surgery Department; deciding the capital budget of the equipment, planning the front office activities and many more
* Introduced new brand namely “**Wonderchef**” brand in Kitchenware Division on e-commerce platform
* A strategist cum implementer with recognized proficiency in spearheading business to accomplish corporate plans and goals successfully

**Professional EXPERIENCE**

**Since Nov 15 Lionbridge as a Social Media Evaluator**

**Key Result Areas:**

* Evaluating Internet Search results
* Rating the quality of YouTube Videos
* Evaluating quality of web pages
* Rating Search engine results
* Evaluating Maps results
* Rating personalized web history search engine results

**Since Dec’ 14 Hi-tech Surgicals & Dental Depot(Ahmednagar) as an Entrepreneur**

**Key Result Areas:**

* Managing entire operations like sales, logistics, procurement and customer support on amazon.in
* Promoting new products like Bike Charger, Car Charger (Samsung Cable / Four in One) for the Electronics Division of various e-commerce websites like amazon.in, flipkart.com and so on
* Providing hospital supplies such as disposables, consumables and equipment to local markets
* Introducing the “**Wonderchef**” brand in the Kitchenware Division across popular e-commerce websites
* Expanding related business and product featuring on other e-commerce platforms namely flipkart.com and shopclues.com

**Highlights**

* Formulated seller based procurement strategies to increase the profit by 30%per transaction
* Played a major role in sourcing materials and reducing prices by 10%
* Successfully developed & implemented logistics related initiatives to streamline the inventory function
* Achieved inventory reduction worth Rs 60 Thousand through better distribution management
* Successfully churned out average sales worth Rs. 1,00,000 to 1,50,000 per month consistently in last 2-3 months

**ORGANISATIONAL EXPERIENCE**

**Jun’ 12 to Jun’14** **Sri Sathya Sai Institute of Higher Medical Sciences as Manager (Orthopaedics and Cardiac Surgery Department)**

**Key Result Areas:**

* Proposed new biomedical equipment, got quotations, arranged demonstration and allocated budget on yearly basis
* Compared technical specifications for minimum three quotations for equipment procurement process and presented the details to the Negotiation Team
* Documented SOPs for Orthopaedic Department for compliance with NABH Standards; identified preventive & breakdown maintenance of biomedical equipment, and facilitated internal audit of the department
* Decided the capital budget for the equipment
* Managed front office staff responsibilities and their duties, which include deciding their job description
* Coordinated with IT Department, Biomedical and other support services for smooth functioning of the department
* Submitted reports for Orthopaedics and Cardiac Surgery Department to Top Management
* Organized Cardiac Surgery Conference and Orthopaedic Surgery Conference
* Managed events like CMEs, Annual Functions, other important events for the department

**Highlights**

* Took charge of CTVS Department as a **Manager** in August 2013 and worked towards operational improvement
* Monitored the requirement and procurement of hospital equipment on a timely basis which resulted in annual savings of Rs 4 Crores

**ACADEMIC DETAILS**

* M.B.A from Sri Sathya Sai Institute of Higher Learning, Andhra Pradesh in 2012; secured A Grade
* Bachelors in BiomedicalEngineering from Thadomal Shahani Engineering College, University of Mumbai in 2008; secured 67.8%
* 12thfrom R.K Talreja college, Ulhasnagar in 2004; secured 81%
* 10thfrom Sri Samarth Vidya Mandir Prashala, Ahmednagar in 2002; secured 78.80%

**EXTRACURRICULAR ACTIVITIES**

* Member of winning team and received “Tata Business Leadership Award”, the event was conducted at Sri Sathya Sai Institute of Higher Learning in 2011
* Achieved first position in Table Tennis Championship(Singles and Doubles) conducted at college level in 2011-12
* Participated in Drama Competition conducted at college level as a part of Sports and Cultural Meet in 2011-12
* Volunteered in ‘Annual Village Service Program’ conducted by Institute for two consecutive years

**PERSONAL DETAILS**

* Date of Birth: 25th Jan, 1987
* Languages Known: English, Marathi, Hindi& Sindhi
* Mailing Address: 15 A/B Saheti Society, Borudemala, Savedi Road, Ahmednagar, Maharashtra- (414003),

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