



Kashyap P. Gandhi

Mobile: +974 6642 74 23

E-mail: gandhikashyap@hotmail.com

→ Executive Summary

A capable, results orientated **Apparel and Textile** professional with +25 with experience of leading high performance teams and of successfully increasing efficiency and productivity whilst reducing costs and inefficiencies. Seeking to obtain a position with a reputed Retail Chain, Buying Office or a Garment Exporter that can utilize my skills, strengths, knowledge and experience for a mutual growth.

→ Professional Narrative

2012 – Present
Position
Job Description

Glorex Trading Company WLL – Doha, Qatar
Business Development Manager

- ✓ Leadership
- ✓ Marketing & Sales
- ✓ Identifying clients and Sales approach
- ✓ Product Development / Ranging / Merchandising
- ✓ Vendor Management
- ✓ Product Procurement
- ✓ Administration/Human Resources

2007 – 2012
Position
Job Description

K.G. Enterprises – Mumbai, India
Business Consultant

- ✓ Startup and streamlining marketing operations of SPATEX resulting in annual revenues of US \$ 50 K in a span of 2 years
- ✓ Identified and sourced apparels, undergarments and home textiles for importers at very competitive rates generating orders exceeding US \$ 400 K
- ✓ Developed product range for Maskap Fashion wear for their clients namely NEXT, UK and Australia resulting in orders of US \$ 100 K in 2 years

2000 – 2007
Position
Job Description

Chandulal Surajmal– Mumbai, India
Merchandising Manager

- ✓ Group Head for the entire Buying Agency operation with annual revenues of US \$ 25 million
- ✓ Interacted with the buyers, oversaw all the departments of Mumbai and Tiruppur offices and liaised with suppliers spread across north and south of the country
- ✓ Directly responsible for the performance of 35 staff with full P & L responsibility
- ✓ Core team member - launched the brand “VALUE M” kids wear

1999 – 2000

Position

Job Description

Nytil Picfare - Uganda, East Africa

Export Manager

- ✓ Directed the organization's international as well as domestic operations of apparels, home textiles and uniforms generating revenue of US \$ 8 million pa
- ✓ Recruited and led a team comprising of five (2 Senior and 3 Junior) merchandisers as well as Sales Managers for Domestic as well as International Sales
- ✓ Responsible for obtaining the ISO 9002 certification. Was interviewed by the leading newspaper NEW VISION for my views on the positive impact of this certification on the business activities conducted by the organization

1993 – 1999

Position

Job Description

Cotton Connection - Mumbai, India

Merchandising Manager

- ✓ Commenced and initiated the groups BUYING AGENCY division on account of my personal contacts with buyers from UK and Canada
- ✓ Collaborated with the buyers, all departments of the organization, suppliers and other external partners. Restructured all business functions
- ✓ Optimized annual sales revenue to US \$ 3 million by better product research, efficient vendor management and excellent price negotiations

1989 – 1993

Position

Job Description

Gitano The Orit Corporation - India Liaison Office

Merchandiser

- ✓ Interface between H.O (New York) and suppliers
- ✓ Responsible for all the sampling programs
- ✓ New developments
- ✓ Identifying suppliers through factory appraisals

→ Core Competencies

- ✓ 360 degree view of business
- ✓ Market Identification / Penetration
- ✓ Strategic and Tactical Purchase Planning
- ✓ Budgeting & Sales Forecasting
- ✓ Market Research & Analysis
- ✓ New Product Launch
- ✓ Promotional Campaign Management
- ✓ Key Account Management
- ✓ Relationship Management
- ✓ Customer-Focused
- ✓ ISO Certification
- ✓ Human Resources

→ Market Experience

- ✓ USA
- ✓ Canada
- ✓ South America
- ✓ Europe
- ✓ South Africa
- ✓ East Africa and Zimbabwe
- ✓ Middle East (Qatar & UAE)
- ✓ India

→ Brands

- ✓ Austin Reed
- ✓ Kickers
- ✓ Fila
- ✓ Moss Bros (Savoy Tailors Guild),
- ✓ Cotton Bay
- ✓ NEXT
- ✓ Brunotti
- ✓ The Taj Group
- ✓ The Leela Group
- ✓ Lalit Group
- ✓ The Royal Goan Group
- ✓ Qatar Airways Group

→ Retailers

- ✓ Wal-Mart
- ✓ J C Penney
- ✓ Target
- ✓ Gitano
- ✓ C&A
- ✓ Bhs
- ✓ John Lewis
- ✓ J D Williams
- ✓ GUS
- ✓ Zeeman Textielsupers
- ✓ Wibra
- ✓ Tedi
- ✓ Kik
- ✓ Otto A G
- ✓ Pep Stores
- ✓ Mr. Price
- ✓ Edgars
- ✓ Ackermans

→ Milestones & Benchmarks

- ✓ In a Span of +3 years in my current assignment, have managed to generate, operate and stabilize business worth + QR 15 M which includes blue chip clients namely Qatar Airways, Commercial Bank of Qatar, Al Fardan Group amongst others.
- ✓ In my assignment with Chandulal Surajmal (Buying House 2000 - 2007), generated and increased revenues for the organization (from US \$ 5 M to \$ 25 M) through excellent operational ability, efficient vendor management and innovative product development.
- ✓ Earlier with Nytil Picfare in East Africa, was a leading member of the team which was responsible for the ISO certification in the year 1999 and was interviewed by the media for my views on this achievement.
- ✓ Startup and streamlined Buying Agency operations of "Cotton Connection" (1993) solely on the basis of my personal contacts with companies / buying managers from U.K & Canada and successfully achieved revenues of US \$ 3 million in the first 2 years of its operations.

→ Education

1984 – 1987 B.Com. – Accounting & Economics, Mumbai University, Mumbai, India

→ Personal Details

Date of Birth 24/02/1964
Passport No R 2 4 3 3 5 9 6 valid up to 12/04/2027
Qatar Driving License No 2 6 4 3 5 6 1 8 6 1 2 valid up to 19/10/2024