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AMIT MALHOTRA

To contribute an organization's effectiveness by implementing & developing new ways in the field of my working and to enhance the professional knowledge and expertise in that particular field.

Academic / Technical Qualification :

Diploma In Fashion Designing & Accessories combination from PIFT (Pinacle institute of fashion technology)

B.A. (Panjab University)

1 Year Diploma in computer application D.T.P,

1 Year Diploma in computer textile designing.

Work Experience :

10 Years On the post of Product Development Officer / Merchandiser / Export Manager at **Vallabh Fabriks Ltd.**, Ludhiana Since 1998. Company Deals in Knitted Home Furnishing, Knitted Fabric / Flat Knitted Sweaters / Throws / Cushion Covers & Knitted Garments in Export & Domestic also.

2 Years on the post of Merchandiser at Shingora Textiles Limited since Jan 2008. Company Deals in Woven Shawls, Scarves for Men & Women, Stoles, Throws & Cushion covers & Woven Fabrics in Export & Domestic.

Currently working since **2009 (Nov)** at **Jawandsons (unit of oster group of companies)** as DGM, Merchandiser Department. Company deals in exports of Blended Yarns, Wool, & other fibers blankets, throws, cushions & cushion covers, curtains, Rugs, children product i.e bib's changing station covers & total home furnishing range. Handling all the major Account like IKEA, Nitori Japan, LI & Fung, cools, K-Mart (Australia), Mother Care, Springs Canada, JD Home, Zara Home, Auchan, M.G.B (Metro Goup Buying) & other export customers dealing in home furnishing.

Job Responsibilities Handled :

At Vallabh Fabriks Ltd.: To handle different export enquiries to communicate with the buyers, to plan for the deliveries at execution level. Starts right from the initial sample till production.

- o Design new samples as per buyer requirements.
- o Source the raw material or finish material to develop any sample. Also handling sourcing / purchasing of accessories, raw material & other thing for ongoing articles.
- o Find out outsource reliable sub supplier for different type of processes or raw materials.
- o Takes care all the tests for the different products as per buyer's requirement &

arrange to ensure / secure the product with testing & follow up from different In land labs (S.G.S, ITS, MTL, TEXANLAB ECT) & Overseas labs (ITS H.K, T.U.V GERANY, EUROPHINS SWITZERLAND).

- o Make new samples along with costing, Product information & Capacity & Capability & Risk Analysis according to the product.
- o To do direct interact with the buyer / buying office / merchandiser for the new samples / quotations / meetings displays / tests & for any change required in on going production.

At Shingora Textiles Limited: To handle different export enquiry's to communicate with the buyers, to plan for the deliveries at execution level. Starts right from the initial sample till production.

- o Design new samples as per buyer requirements.
- o Takes care all the tests for the different products as per buyer's requirement & arrange to ensure / secure the product with testing & follow up from different In land labs & Overseas labs.
- o To do direct interact with the buyer / buying office / merchandiser for the new samples / quotations / meetings displays / tests & for new orders or in ongoing production

At Jawandsons: Handling (**as AVP Textiles**) **IKEA Services India limited** account solely as company's business ratio is 90% with IKEA & 10% with other buyers. Solely responsible for making samples, approvals, quotations, Buyer discussions, price maintenance by working on the other aspects of the article by working upon lean manufacturing & market fibers/yarn/material trends. Have leaded the team in Kaizen workshop to optimize the cutting waste by using the tools & increasing the efficiency by 20 to 25%. Set up of new process & technology for upcoming challenges in business to secure it by putting in house.

- o Have certified through kaizen team from Sweden as a team leader for one week workshop done in house to reduce the waste in process.
- o Have attended training sessions at China regarding new business & category exploring over the world.
- o Have attended training session at Istanbul (Turkey) for new category business & new technology all over the world. Have attended the IKEA training session at Denizeli (Turkey) at Supplier for more production technology.
- o Attended Heimtex fair (Participated) & IKEA Trainings at Frankfurt Germany every year,
- o Attended twice in machinery fair in Turkey ((Istanbul) to purchase machines in 2017 & 2018.
- o Have Attended/Participated in the Magic fair/Textiles at New York, U.S.A continuously from fy 2017.

Major Deals : (At Vallabh Fabriks Ltd)

Company deals in exports of different styles of home furnishing items, Readymade Garments, Flat Knitted Sweaters / Throws / Cushion Covers & Made Ups. with Asia's leading MNC's IKEA, Wal*Mart global procurement ltd, Kohl's, LI & Fung India Pvt Ltd, Carrefour Global Sourcing Asia Ltd., Loblows, Belk Inc. for Exports of Garment as well as Home furnishing soft goods & Welspun India Ltd, Pantaloon India P.Ltd & Reliance Retail for the domestic retail market.

Major Deals : (At Shingora Textiles Ltd)

Company deals in exports of different styles Woven Shawls, Scarves for Men & Women, Stoles, Throws & Cushion covers & Woven Fabrics with Asia's leading MNC's Ann Taylor,

Polo Ralph Lauren, (Triburg///), Cost Plus (Indian Inc.), Club Monaco (Li & Fung), J.Crew, Martin & Osa (New Times Group), J.D.T (Coordinate Home), Eddie Baure, for Exports of Woven Shawls, Scarves for Men & Women, Stoles, Throws & Cushion covers & Woven Fabrics

Major Deals : (At Jawandsons)

Company deals in exports of different styles of home furnishing items, Flat Knitted Sweaters / Throws / Cushion Covers, Rugs & Carpets & Made Ups. with Asia's leading MNC's IKEA Services India Limited, Wal-Mart, Asda, Cools, K-Mart, LI & Fung India Pvt Ltd, Carrefour Global Sourcing Asia Ltd., as Home furnishing soft goods.

Personal Information :

Incumbent Name : Amit Malhotra
Father's Name : Sh. Gulshan Kumar Malhotra.
Date Of Birth : 20-May-1978
Sex : Male.
Nationality : Indian.
Marital Status : Married.
Language Known : Hindi (read & write)
Punjabi (read & write)
English (read & write)

Salary Drawn :-Rs.120000/- (In Hand) per month
Expected :

Salary

