

Meraj Ahmad

Procurement Manager-FMCG

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📍 Kano, Nigeria

🐦 Meraj Ahmad



WORK EXPERIENCE

Procurement Manager-FMCG

Wellcare Alliance Ltd.

📅 Feb 2020 - Present 📍 Kano, Nigeria

- Develop and implement the company's purchasing strategy aligned with business goals.
- Oversee the procurement of goods, equipment, and services, ensuring quality, cost-effectiveness, and timely delivery.
- Lead, mentor, and develop the purchasing team, setting clear objectives and driving high performance.
- Identify and develop strategic supplier relationships; negotiate contracts, terms, and pricing agreements.
- Analyze market trends to identify new sourcing opportunities and mitigate supply risks.
- Establish, monitor, and report on key performance indicators (KPIs) for the purchasing function.
- Drive cost reduction initiatives while maintaining product quality and supplier reliability.
- Ensure compliance with company policies, industry standards, and relevant regulations.
- Continuously improve purchasing processes and implement systems to increase efficiency and transparency.
- Manage supplier audits and performance reviews to ensure adherence reviews to ensure adherence to contractual obligations.

Sr. Category Buyer

Wellcare Alliance Ltd.

📅 Mar 2018 – Feb 2020 📍 Kano, Nigeria

- Handling 5th outlets in Nigeria across 3rd states.
- Negotiate for a new vendor registration & listing fee.
- Issue purchase orders, review order confirmations, and maintain accurate records of purchases and related documents.
- Managing assortment planning, forecasting future trends, planogram, design, MBQ for replenishment
- Analyze market trends and negotiate pricing and contracts with suppliers to optimize buying strategies
- Analyze pricing strategies and competitor pricing data to determine pricing for different product categories.
- Analyze historical sales data to identify slow-moving products and implement strategies to mitigate stock-related risks.
- Collaborate with the marketing team to develop promotional campaigns and markdown strategies based on data insights.

- Monitor and evaluate the impact of pricing and promotional activities on sales performance and profitability.
- Manage the buying process from requisition to payment, ensuring compliance with company policies and procedures.
- Provide regular reports and updates to management on buying activities and performance metrics.
- Build and maintain strong relationships with suppliers to ensure timely and quality deliveries, and monitor
- inventory levels and coordinate with relevant teams to avoid stockouts or overstock situations
- Collaborate with cross-functional teams, including marketing, sales, and operations, to align buying decisions with overall business objectives.

Retail Junior Buyer

Al-Jazeera Shopping Center

📅 December 2012 - October 2017
📍 Riyadh, Saudi Arabia

- Manage the day-to-day activities including vendor management, inventory, deliveries, system set-up for new products, pricing, purchasing activities etc.
- Maintain the efficient flow of purchase order requisitions and place orders.
- Initiate/create blanket purchase orders where appropriate for routine purchases.
- Maintaining relationships with existing suppliers and sourcing new suppliers for future products

- Participating in promotional activities, writing reports, and forecasting sales levels
- Working with the advertising department to present sales promotions
- Assist the purchase manager in the resolution of problems with logistics.
- Achieving annual cost-saving targets for the fulfillment center.

Purchasing Assistant

Hariyali Kisaan Bazaar Ltd.

📅 Oct 2010 – Sep 2012

📍 Allahabad, India

- Placing and tracking orders
- Assisting with analyses and reports
- Arranging a meeting with stakeholders
- Assisting with the inspection of goods
- Assisting with negotiation strategies and making recommendations
- Maintaining knowledge of market/industry trends
- Assisting in price compression with competitors
- Responsible for handling all other things that are related to the commercial

LANGUAGES

- English- Native
- Hindi- Native
- Arabic- Professional Working Proficiency
- Hausa- Professional Working Proficiency

HOBBIES

- Reading Book
- Gardening
- Expending Time with Family
- Learning Something New
- Meeting With New People

EDUCATION

Bachelor of Arts

CSJM University

📅 July 2008 - August 2011

📍 Kanpur, India

Diploma in computer Application

Baghel Institute

📅 Jan 2011 - Feb 2012

📍 Allahabad, India

IT SKILLS

- Microsoft Dynamic NAV
- Sage 300
- ICG Advanced
- Zoho
- MS Office

SOFT SKILLS

- Contract Negotiation
- Cost reduction techniques
- Negotiation
- Market Analysis
- Planogram
- Forecasting
- Problem-solving
- Decision-making
- Leadership
- Communication
- Adaptability