

Vaseem Salim Khan

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Summary

5 years of work experience in retail supermarkets operations, professional management with expertise in Warehousing, Purchase, Inventory Management, Stock Control.

Commercial knowledge in different product categories in FMCG -Commodities, Non-food and Cosmetics. Excellent understanding in Buying of high-volume Supermarkets in Retail.

Strong analytical skills, particularly in Inventory Management, Stock Control, & MIS.

Work Experience

Meed Trading Company | Riyadh, Saudi Arabia
Assistant Category Manager

January 2025 – Till Date

- Assist in category strategy development, analyzing market trends, sales data, and competitor performance to optimize product assortment.
- Assist the category manager in managing the total commercial margin by negotiating/follow-up the deals with the vendors and ensuring the implementation.
- Analyzes and follows up with the vendors on the product sourcing process and completes all the formalities.
- Managing vendor relations by providing periodic feedback to the vendors on their performance of sales & inventory.
- Monitor inventory and supply chain management to achieve turnover goals and maximize sales.
- Communicate information about new products and changes to relevant teams within the company.
- Negotiate pricing and promotional plans with vendors as per marketing calendar, selecting the right articles by subcategory to fulfill the product assortment in the weekly flyer.
- Planning & managing sell in & sellout deals with the vendor for weekly promotions, exit strategy for clearance or excess stocks.
- Updating the master data in the system cost, retails, pack size, target stocks, lead time, review time & safety stocks.

Tamimi Markets | Al Khobar, Saudi Arabia
Assistant Category Manager

January 2023 – December 2024

- Assists the category manager in negotiating and administrating the cost and retail price setting (Product Margin).
- Assist the category manager in managing the total commercial margin by negotiating/follow-up the deals with the vendors and ensuring the implementation.
- Analyzes and follows up with the vendors on the product sourcing process and completes all the formalities.
- Managing vendor relations by providing periodic feedback to the vendors on their performance of sales & inventory.
- Monitor inventory and supply chain management to achieve turnover goals and maximize sales.
- Communicate information about new products and changes to relevant teams within the company.
- Negotiate pricing and promotional plans with vendors as per marketing calendar, selecting the right articles by subcategory to fulfill the product assortment in the weekly flyer.
- Planning & managing sell in & sellout deals with the vendor for weekly promotions, exit strategy for clearance or excess stocks.
- Updating the master data in the system cost, retails, pack size, target stocks, lead time, review time & safety stocks.

Tamimi Markets | Al Khobar, Saudi Arabia
Central Buyer

January 2020 – December 2022

- Developing an effective and accurate system for monitoring purchase orders
- Delivering a weekly purchase order report to supervisors that indicates the invoice number for all closed orders.
- Working within the management team to ensure that all deliveries satisfy the assigned orders and report any back ordered or missing products.
- Assisting the Supply Chain Manager with maintaining inventory levels and materials on a regular basis
- Effectively communicating with the management team to ensure all orders are accurate.
- Update inventory and ensure that stock levels are kept at appropriate levels.
- Process purchase orders, resolve invoicing issues and ensure timely merchandise delivery.

Skills & Competencies

- Supplier Brief Communication
- Selection of Items
- Promo Internal Communication
- Forecasting
- Post Promo Review and Action
- Setting MFQ & MDQ
- Planogram implementation
- Negotiation skills

Educational Qualifications

- Bachelor of Arts in Computer Application from University of Mumbai (March 2007)

Computer Proficiency

- Package : MS Word, MS Excel, MS PowerPoint:
- ERP : SAP S/4 Hana

Personal Details

Date of Birth : 09/08/1996
Languages Known : English, Hindi, Arabic
Marital Status :Married
Nationality : Indian
Passport no. : C4289982
Expiry date : 22/12/2034