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Nationality: Pakistani | Visa Status: Work Visa (Transferable)



Professional Summary

Results-driven Product Manager with over 20 years of experience in product sourcing, procurement, and inventory management within multinational companies in Kuwait and Saudi Arabia. Proven expertise in securing competitive pricing, optimizing supply chains, enhancing profitability and operational efficiency. Skilled in managing brands, forecasting procurement needs, and implementing purchasing systems to drive cost savings and process improvements. Adept at building supplier relationships and aligning strategies with market trends, including compliance with Saudi Vision 2030.

Key Skills

- Product Sourcing & Procurement
- Inventory Management & Forecasting
- Supplier Relationship Management
- Purchase Planning & Budgeting
- SAP, Business Objects, Exceed WMS
- Sales Analysis & Trend Forecasting
- Process Optimization, Cost Reduction & Profitability
- Vendor Negotiations & Supply Chain Management

Professional Experience

Product Manager

M.A. Al Bahar, Kuwait

May 2019 – Present

- Manage sourcing and purchasing for AC, WG, and SDA categories, handling brands like GE, MABE, Speed Queen, Royxon, Master Chef, Magic Chef, and Home Elite.

- Develop and execute purchase plans aligned with sales forecasts, reducing costs by sourcing high-quality products at competitive rates.
 - Implement purchasing technologies, processes, and SOPs, improving procurement efficiency by 15%.
 - Analyze sales records and inventory levels to optimize stock availability, minimizing stockouts.
 - Build and maintain strong supplier relationships, negotiating terms to enhance profit margins.
 - Create annual budgets for each brand, achieving consistent revenue growth.
 - Conduct market research to identify vendors offering top-quality products, enhancing customer satisfaction and company profitability.
- Key Achievement: Streamlined procurement processes, reducing lead times by 20% through effective supplier coordination.

Product Manager

Al Babbain Electronics (LG), Kuwait

September 2017 – June 2018

- Oversaw budgeting, forecasting, and product strategy for the BEC brand, achieving revenue and margin targets.
 - Managed purchase planning and distribution based on store and channel requirements, optimizing inventory levels.
 - Developed and analyzed PSI (Purchase, Sales, Inventory) data, ensuring real-time alignment with consumer preferences.
 - Executed promotion strategies, including trade and consumer campaigns, boosting sales by 10%.
 - Fostered collaborative relationships with stores, key accounts, and supply chain teams to enhance operational support.
- Key Achievement: Implemented a new PSI format, eliminating stockouts and increasing sales efficiency.

Product Manager

Best Al Yousifi, Kuwait

March 2014 – March 2017

- Sourced new products (SHW & WG) for brands like Panasonic, Whirlpool, Sharp, Midea, Samsung, LG, and Bosch, aligning with market trends.
- Developed purchase plans and reviewed procurement needs, ensuring compliance with sales strategies.

- Managed vendor relationships and negotiated contracts, improving profit margins by 8%.
- Conducted sales and inventory analysis to maintain optimal stock levels across stores.

Key Achievement: Launched Safes category, contributing 5% to total sales, and introduced product tags to enhance customer experience.

Senior Product Analyst

Xcite (Alghanim Industries), Kuwait

June 2000 – December 2012

- Led procurement activities, managing brands like Philips, Wansa, Princess, and Daewoo, ensuring timely order placement and supplier performance.
- Monitored and optimized stock levels, achieving cost savings through strategic purchasing.
- Utilized SAP and Business Objects to generate stock, sales, and pending order reports, improving decision-making.
- Promoted best practices in purchasing and inventory management, reducing delivery times by 10%.

Key Achievement: Launched Health & Wellness category across 15 stores, contributing 10% to SHW sales.

Purchase Officer

Xcite (Alghanim Industries), Kuwait

June 2000 – December 2012 (Concurrent Role)

- Negotiated with suppliers for brands like Wansa, Daewoo, Toshiba, and Karcher, securing competitive pricing.
- Processed purchase orders in SAP, coordinated with vendors, and resolved short-delivery issues independently.
- Prepared payment reconciliations and managed return orders, ensuring seamless operations.

Key Achievement: Streamlined vendor coordination, reducing order discrepancies by 15%.

System Coordinator & Warehouse Supervisor

Xcite (Alghanim Industries), Kuwait

June 2000 – December 2012 (Concurrent Role)

- Implemented Exceed WMS and SAP Warehouse Management System, managing a 20,000+ sq. ft. distribution center.
- Oversaw inbound and outbound logistics, created item codes, and prepared replenishment reports for 15 showrooms.

- Developed Access-based programs for stable warehouse operations, including yard management and dented stock tracking.
Key Achievement: Led SAP WMS implementation in a high-tech warehouse, improving inventory accuracy by 25%.

Education

Bachelor's Degree in Mathematics, Statistics, and Economics
Government Murray College, Sialkot, Pakistan, 1997

Intermediate Degree in Mathematics, Statistics, and Economics
Government Murray College, Sialkot, Pakistan, 1992

Matriculation in Mathematics, Physics, Chemistry, and Biology
City Public High School, Sialkot, Pakistan, 1989

Certifications

- Six Sigma White Belt, Alghanim Industries, Kuwait, 2012
- Microsoft Office Certificate, National College of Computer Sciences, Sialkot, Pakistan, 1996
- One-Year Software Engineering Diploma, Dawn Computer College, Sialkot, Pakistan, 1992

Technical Skills

- Systems: SAP, Business Objects, Exceed WMS, Microsoft Office, Access
- Processes: Procurement Planning, Inventory Management, Supply Chain Optimization, Vendor Negotiations

Personal Details

- Nationality: Pakistani
- Marital Status: Married
- Passport No.: AF3596093
- Languages: English (Fluent), Urdu (Native), Arabic (Basic)