

JAHANZEB MIRZA

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Passport No: T2526580 | Visa Status: Visa required (Available to relocate immediately)

PROFESSIONAL SUMMARY

Dynamic and results-driven Merchandising & New Product Development professional with extensive experience in buying, sourcing, vendor management, and product lifecycle oversight. Proven expertise in managing furniture and home décor categories from concept to market, aligning with emerging trends and customer needs. Seeking to contribute strong analytical, negotiation, and creative skills as a Furniture Assistant Buyer with Landmark Group, Dubai.

KEY SKILLS

- Furniture & Home Décor Buying
- Vendor Relations & Negotiation
- Product Inventory & Quality Control
- Merchandising Planning & Execution
- Pricing Strategy & Cost Control
- Market Trend Analysis
- Team Leadership & Coordination
- Customer Experience Enhancement

PROFESSIONAL EXPERIENCE

Merchandising & New Product Development Head - Innovative Metal Technologies, Moradabad (Dec 2021 - Present)

- Lead merchandising and NPD department, overseeing end-to-end product development for furniture and décor categories.
- Manage vendor relations and negotiate contracts ensuring quality and cost efficiency.
- Conduct market research to align product strategy with emerging trends.
- Approve final specifications, photography, and marketing collateral.
- Coordinate cross-functional teams to ensure on-time delivery and client satisfaction.

Merchandiser / New Product Development Manager - Design 2100 International, Moradabad / Noida (Dec 2019 - Nov 2021)

- Built and maintained strong vendor relationships.
- Updated pricing and signage for accurate product display.

- Monitored inventory levels and maintained adequate stock.
- Inspected merchandise for quality and arranged optimal display.

Merchandiser / New Product Development Manager – Zeal Overseas, Moradabad (Dec 2019 – Nov 2021)

- Updated pricing and signage for accurate product presentation.
- Removed damaged or discontinued items from displays.
- Conducted merchandise quality checks and optimized display placement.
- Maintained inventory levels to ensure availability.

New Product Development Manager – MazImpex India, Moradabad (Aug 2016 – Aug 2019)

- Resolved product issues by gathering and analyzing customer feedback.
- Managed product development budgets and research.
- Maintained internal product knowledge database.
- Oversaw development of 300+ new products annually.
- Approved final photography and marketing materials.

EDUCATION

BBA: Sales, Merchandising, and Marketing – Jamia Millia Islamia, New Delhi (Aug 2021 – Aug 2024)

Bachelor of Arts (Sociology) – Hindu College, Moradabad (Aug 2016 – Aug 2019)

Senior Secondary (PCM) – Moradabad Inter College, Moradabad (Jun 2014 – Jul 2015) |
Awarded State Level Child Scientist, Elected Captain of School Team

High School Diploma – Moradabad Inter College, Moradabad (Jun 2012 – Jul 2013)

LANGUAGES

- English – Fluent
- Hindi – Native

PERSONAL DETAILS

Date of Birth: 12/11/1997]

Nationality: Indian

Marital Status: Single