



Shirin Dameshghi

Ref : C275-616

Years of experience : 14

Purchasing Manager

Iran Mayeh(subsidiary of lesaffre company)

Age:

42 years old

Marital status:

Married

Current Location:

Iran, Azerbaijan, East

Nationality:

Iran

Salary expectation:

Not Specified/ Negotiable

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WORK EXPERIENCE

MAR 2021
APR 2011



Purchasing Manager . 9 yrs 11 mos

Iran Mayeh(subsidiary of lesaffre company) . Iran. Azerbaijan, East .
Tabriz

My strong business acumen, passion for numbers, ability to learn quickly, and great team working skills have helped me succeed in my career to date. Strong purchasing professional with a Master's Degree focused in Business Management from Alghadir University.

My Expertise :

- Manage to purchase all factory needed request included :Raw materials (Chemicals ,Petro chemicals, Ingredients)request related to packaging ,packaging machinery, technical machinery ,spare parts, all request related to investment project ,health and safe. HR and miscellaneous

- Familiar with international transport and logistics and Incoterms

- Liaise between suppliers, manufacturers, relevant internal departments and customers

- Negotiate and agree contracts, monitoring the quality of service provided

- Build and maintain good relationships with new and existing suppliers

- Process payments and invoices

- improving payment terms and WORKING CAPITAL

- Keep contract files and use them as reference for the future

- Develop strategies to make sure that cost savings and supplier performance targets are met - or exceeded

- Forecast price trends and their impact on future activities

- Keep a constant check on stock levels

- Give presentations about market analysis and possible growth

- Develop a purchasing strategy

- Produce reports and statistics on spending and saving

- Evaluate bids and make recommendations, based on commercial and technical factors

- Solid ERP knowledge

- Attend meetings and trade conferences

- Train and supervise the work of other members of staff.

- Critical thinker, problem solver, analytical.

MAR 2011
MAR 2008



Sales Expert . 3 yrs

Elka Pardaz . Iran

Elka Pardaz :The first company to design advanced comprehensive telecommunication systems in the country .

Working as part of the sales team and supporting the sales manager.Arranging orders of company agents in different cities of Iran, reporting the account status to the finance department. In direct contact with Mother company and planning to check the stocks and new products. Arranging meetings with sales offices and sales staff. find new customer and support them in any case .

JAN 2008
JAN 2006



import Export Specialist . 2 yrs

Azar Halab . Iran. Azerbaijan, East . Tabriz

Azar halab Company was established in 1979 in Tabriz and is now one of the largest manufacturers of metal cans, metal glass doors and easy open square doors in the country. The company offers the safest hygienic packaging for food using the most modern lacquer and sheet printing equipment and the production of sanitary towels and glass lids.

Responsible for importing all types of raw material which are used in production process, from different countries of the world. Report directly to the company owner. Setting up and coordinating weekly meetings with production and planning department to prioritize inquiries. Being in direct contact with different banks to open LCs or doing payments through banks and their conditions. Arranging the loading with shipping companies, abroad and locally. Supervising my department's staff and help them improving themselves. Arranging meetings with foreign suppliers intend to visit the company and production lines

EDUCATION



Alghadir MD -Business/Commerce 2016 - 2018
BUSINESS



Tabriz Bachelor(BSc/BA) -Language/Literature 2002 - 2005
english

TECHNOLOGY SKILLS

excell , powerpoint, word

Advanced

LANGUAGE SKILLS

English Professional

Turkish Professional

Persian (Farsi) Native

CERTIFICATE

Advanced Customer Service and Sales Certification . 2008
Park Almo Fan Avari . . IRAN

Purchases and Domestic logistics systems and application methods . 2013
Industrial Research & Training Center Of Iran . IRAN

Financial management for Non-financial manager . 2015
Industrial management organization . IRAN

Purchasing management and The psychology of discounts . 2016
World Economy Newspaper . IRAN

about me

I am very energetic and positive person who Certified as Masters in Business Management and Bachelor in English.

In my role as purchasing manager ,I have proved myself to be an efficient employee and strong leader. After 1 year as a expert my value became quickly apparent to Lesaffre CO., and become manager .

More than 12 years experience in Purchasing including Continuous sourcing process improvement experience, Material management, Vendor management, Contract management and inventory control procedures, forecasting and planning or related background within a large/Med sized organization

Computer literate with MS office including Excel, and Outlook, Calendar, Good organization skills to work on concurrent priorities with tight time lines and ability to meet deadlines

Excellent problem solver, team player, decision maker and critical thinker,Creative, extremely well organized, analytical, resourceful, and detail-oriented with a passion for new technologies in procurement and supply chain.
