

ANU RAMESH

Buying & Merchandising

CONTACT

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PROFESSIONAL SUMMARY

Knowledgeable and
performance-driven buyer
skilled at purchasing quality
goods and materials and
negotiating margin for the
company, evaluating potential
suppliers and managing and
monitoring inventories.

CORE QUALIFICATION

BSC COMPUTER SCIENCE

School of Technology and
Applied Science – Edappally
2016 -2019

Skills

- MS Office
- Campaign Management
- Market Research
- Leadership Skill
- Self-Motivation

WORK EXPERIENCE

BIG BASKET – A TATA ENTERPRISE

Oct 2020 - Current

Designation: Buying and Merchandising

LOB: B2C / BBD / BBNOW

- Analysing sales trend and generate Purchase Orders on a daily basis and get stocks on maximum fill rate.
- Negotiating with brands and fixing attractive offers on fast moving key articles by comparing competitors without leaking margins.
- Prime role to handle all activities related to map local vendors for local taste products, to meet customer taste and preferences.
- Responsible for smooth operation of daily sales and their margins, maintaining the company on a profit platform
- Ensuring 92% availability of stocks in DC
- Control write off to less than 5%
- Building Relationship with suppliers and negotiating the best price, quality and delivery timescales.
- Ensuring stocks are connected as per MBQ
- Adding promotional offers to the newly introduced brands

RELIANCE FRESH

June 2018 – Oct 2022

Designation: Customer Sales Associate

- Provide information about the products and services
- Ensuring the offers are visible in the floor
- Analysing the customer surveys and escalating for procure more local products in order to fulfil customer needs.
- Review customer accounts and changes if necessary
- Applying Liquidation offers for the stocks are damaged or nearing expiry
- Pushing private label products

DECLARATION

If I got an opportunity to work in your organization, I will put my sincere effort to work for the growth of the organization and I hereby declare that the information furnished above is true to the best of my knowledge.