

Sakhshi Chauhan

- Gender : Female
- Marital Status : Single
- DOB : 24th Jan 1993
- Nationality : Indian

+91 98203 84413

sakhshi.chauhan@gmail.com

CAREER OBJECTIVE:

Dedicated and results-driven professional with a proven track record of success in various roles within the procurement and ecommerce domains. Passionate about driving business growth and operational excellence through strategic analysis, innovative solutions, and effective collaboration. Seeking opportunities to leverage my diverse skill set and industry expertise to contribute to the success and expansion of forward-thinking organizations. Committed to delivering measurable results and exceeding expectations in fast-paced and dynamic environments.

WORK EXPERIENCE

- CHANDRATONIC PVT LTD (JUNE 2014 - APRIL 2015) MARKETING INTERN.
- FREELANCER PURCHASING/BUYER AGENT (MARCH 2015- SEP 2016).
- WOMEN FROM VENUS (JULY 2016 - AUGUST 2018) BUSINESS OWNER
- BLING STORE LLP | (SEPT 2018-DEC 2020) ECOMMERCE PURCHASE MANAGER
- RED DOOR ONLINE PVT LTD | (FEB 2020- JAN 2022) BUSINESS MANAGER
- ASCENT WELLNESS AND PHARMA SOLUTIONS PVT. LTD (19 MAY 2022 - PRESENT) -BUSINESS ANALYST- PROCUREMENT |

ASCENT WELLNESS AND PHARMA SOLUTIONS PVT. LTD.

BUSINESS ANALYST- PROCUREMENT | (19 MAY 2022 - PRESENT)

Company Overview: Ascent Wellness, with an annual GMV exceeding US \$300 million, is a leading provider of pharmaceutical products in India. Collaborating with top pharmaceutical companies such as Zydus Cadila, Cipla, Sun Pharmaceuticals, and more, Ascent ensures integrity in the supply chain, facilitating easier access to affordable medicines nationwide. Its reach extends across retail and institutional pharmacies, serving as a trusted vendor for hospital chains.

- As the Business Analyst in Procurement at Ascent Wellness, I played a pivotal role in optimizing the procurement processes to support the company's mission of providing seamless access to affordable medicines. By leveraging data analytics and industry insights, I facilitated informed decision-making and strategic initiatives to enhance efficiency, reduce costs, and streamline the supply chain operation.
- Developed and deployed procurement strategies for pharmaceutical products, driving cost and supply KPIs in collaboration with unit procurement teams.
- Established a robust procurement operations and control framework, ensuring compliance and governance at the unit level.

- Implemented procurement SOPs to standardize processes across units, fostering efficiency and consistency.
- Initiated margin improvement and working capital initiatives, resulting in substantial cost savings and enhanced financial performance.
- Engaged with unit leadership teams to deploy procurement strategies aligned with business goals effectively.
- Implemented supplier relationship management processes at unit level, enhancing supplier performance and managing risks effectively.
- Monitored the competitive landscape and analyzed upcoming opportunities to inform procurement decisions and strategies.
- Collaborated with Tech teams to develop analytical tools for procurement optimization, leveraging data-driven insights for efficiency and cost savings.
- Conducted detailed analysis of procurement data to identify cost-saving opportunities and risk mitigation strategies.
- Supported negotiations with suppliers to ensure favorable terms and pricing for pharmaceutical products.
- Developed and maintained strong relationships with key suppliers, ensuring reliable and efficient supply chain operations.

RED DOOR ONLINE PVT LTD

ECOMMERCE BUSINESS MANAGER | (FEB 2020- JAN 2021)

Company Overview: Red Door Online Pvt Ltd was a dynamic startup that revolutionized the retail experience in the **computer hardware and peripherals industry**. Dedicated to providing cutting-edge technology solutions, we operated two flagship websites: *easymaal.com* for consumer electronics and *bitfang.com* for computer peripherals. With a focus on quality, affordability, and customer satisfaction, we established ourselves as a trusted destination for tech enthusiasts and everyday consumers alike.

- As the Ecommerce Business Manager at Red Door Online Pvt Ltd, I was entrusted with overseeing the operational and strategic aspects of our ecommerce ventures. My primary responsibility was to ensure the seamless functioning of both *easymaal.com* and *bitfang.com* while driving growth, enhancing customer experience, and maximizing profitability.
- **Website Management:** Managed all aspects of the *easymaal.com* and *bitfang.com* websites, including content updates, product listings, pricing, promotions, and inventory management.
- **Strategic Planning:** Developed and executed strategic plans to drive traffic, increase conversion rates, and optimize the user experience on both platforms.
- **Marketing and Promotion:** Implemented marketing campaigns, including SEO, SEM, email marketing, and social media initiatives, to enhance brand visibility, attract new customers, and foster customer loyalty.
- **Vendor Management:** Established and maintained relationships with vendors and suppliers to ensure a steady supply of high-quality products at competitive prices.
- **Analytics and Performance Tracking:** Utilized analytics tools to monitor key performance metrics, analyze trends, and identify opportunities for improvement, adjusting strategies as needed to achieve business objectives.
- **Customer Service Excellence:** Ensured exceptional customer service by promptly addressing inquiries, resolving issues, and continuously seeking ways to enhance the overall customer experience.
- **Revenue Optimization:** Implemented pricing strategies, upselling and cross-selling techniques, and promotional offers to maximize revenue and profitability on both ecommerce platforms.
- **Team Leadership:** Provided leadership and guidance to the ecommerce team, fostering a collaborative work environment and empowering team members to achieve their full potential.

THE BLING STORES LLP

ECOMMERCE PURCHASE MANAGER | (SEPT 2018-DEC 2020)

Company Overview: *Bling Stores Pvt Ltd is a dynamic startup specializing in jewelry, home improvement products, and C customized leather goods. Our mission is to provide unique and high-quality products to customers through various ecommerce platforms, including Amazon, Facebook Marketplace, our website blingstores.com, Meesho, and Propshop. With a focus on innovation and customer satisfaction, Bling Stores Pvt Ltd aims to become a leading player in the ecommerce industry.*

- As the Ecommerce Purchase Manager at Bling Stores Pvt Ltd, I played a pivotal role in the sourcing and procurement of inventory across multiple product categories. Utilizing data-driven insights and sales analysis from each ecommerce platform, I ensured a strategic approach to inventory management, optimizing product selection and availability to meet customer demand effectively.
- Sourcing Strategy: Develop and execute sourcing strategies based on sales data and product performance on various ecommerce platforms to ensure availability of popular and high-demand items.
- Supplier Relationship Management: Establish and maintain relationships with suppliers and vendors to negotiate favorable terms, secure competitive pricing, and ensure timely delivery of inventory.
- Inventory Management: Manage inventory levels and replenishment processes to prevent stockouts and minimize excess inventory, optimizing product availability and turnover.
- Product Selection: Collaborate with cross-functional teams to identify new product opportunities and trends, selecting merchandise that aligns with the company's brand and customer preferences.
- Quality Control: Implement quality control measures to ensure all products meet company standards and customer expectations, conducting inspections and audits as necessary.
- Cost Optimization: Minimize costs and maximize profitability through effective negotiation, volume discounts, and strategic sourcing decisions.
- Platform Integration: Coordinate inventory management across multiple ecommerce platforms, ensuring synchronization of product listings, pricing, and availability.
- Data Analysis: Utilize data analytics tools to analyze sales trends, monitor inventory performance, and identify opportunities for improvement, making data-driven decisions to optimize inventory management processes.

WOMEN FROM VENUS

ENTREPRENEUR / BUSINESS OWNER (JULY 2016 – AUG 2018)

Company Overview: *Women from Venus is an innovative startup specializing in the jewelry and home improvement product line. Our mission is to empower women by offering unique and exclusive designs that reflect their individuality and style. Operating both online and offline, we have established a strong presence on platforms such as Instagram, Amazon, Facebook, and ShopClues. Additionally, we leverage sourcing partners from all over India and select parts of China to ensure the highest quality products for our customers. Through our pop-up shops held nationwide, we have built a robust network and expanded our reach to major cities including Delhi, Jaipur, Gujarat, and Maharashtra.*

- As the Entrepreneur and Business Owner of Women from Venus, I spearheaded all aspects of the company's operations, from strategic planning to execution. With a focus on innovation, creativity, and customer satisfaction, I led the team in achieving our vision of becoming a leading brand in the jewelry and home improvement industry.
- Strategic Planning: Develop and implement comprehensive business strategies to drive growth and increase market share.

- **Product Development:** Oversee the customization and development of exclusive jewelry designs in line with the brand identity.
- **Online Presence Management:** Manage the company's presence across various online platforms and implement digital marketing strategies.
- **Offline Operations:** Organize and manage pop-up shops and offline events in key cities across India.
- **Supply Chain Management:** Establish and maintain relationships with sourcing partners to ensure a steady supply of inventory.
- **Customer Relationship Management:** Prioritize customer satisfaction by providing exceptional service and addressing inquiries promptly.
- **Financial Management:** Manage the company's finances, including budgeting, forecasting, and financial reporting.
- **Networking and Expansion:** Build and nurture a strong network of contacts and partners across India to explore growth opportunities.

EDUCATIONAL QUALIFICATIONS

- 2013: B.F.M (Financial Markets) S.K.Somaiya College, Mumbai
- 2010: HSC from Maharashtra Board
- 2007: SSC from Maharashtra Board

