**AMAN VYAS**

[aman.vyas@gmail.com](mailto:aman.vyas@gmail.com)

+971559745119

Masters in Retail Management with an overall experience of 11+ years including international work experience in China and UAE.

Expertise in Procurement, Negotiation, Sourcing and Team management.

|  |
| --- |
| **ACADEMIC QUALIFICATIONS** |

|  |  |  |
| --- | --- | --- |
| **DEGREE** | **UNIVERSITY** | **GRADUATION YEAR** |
| MBA (Retail Management) | Welingkar Institute, Mumbai | 2021 |
| Diploma in Electronics Engineering | Birla Institute, Pilani (BTTI) | 2004 |

|  |
| --- |
| **WORK EXPERIENCE** |

|  |
| --- |
| **Procurement Executive NAHR Al AHMAR GENERAL TRADING LLC May’20 – Present** |

|  |  |
| --- | --- |
| CORE  RESPONSIBILITIES | * Responsible to get new brands and managing existing product portfolio. * Support operational requirements viz to buy products & services from right supplier at right time * Manage the Procurement Process and the Supply Base Efficiently and Effectively viz evaluation of supplier, review of specification or scope of work * Manage Internal operations and develop strong relationships with other groups within the organization * Targeting potential customers and support them with their product requirements * Look after shipments to ensure timely delivery. * Manage to build relationships with suppliers to maintain long term relation and negotiate with them for the best pricing. * Import from China, India, Europe, mobiles & accessories, Laptops, Furniture, Computer Tables, Shoes, TV circuit board, Amusement for Events and Hotels, Lightings, Packaging Materials, Electrical Appliances * Advise to relevant team for Re-Export or local distribution and provide necessary assistance * Go through the documents thoroughly for export across GCC and Africa as per custom requirements |

|  |
| --- |
| **Procurement Executive HAYAT INTERNATIONAL LLC Mar’19 – Apr’20** |

|  |  |
| --- | --- |
| CORE  RESPONSIBILITIES | * Responsible to source, negotiate and purchase of new product categories. * Contacting potential clients and arranging meetings. * Analyze market trends and study competitors. * Finding and developing new markets and improving sales. * Developing growth strategies and plans. * Identifying and mapping business strengths and customer needs. * Update inventory and ensure that stock levels are kept at appropriate levels. * Sourcing Car Accessories, Water Resistance products, Campaigning Products from China, Non-Melting Ice cream from Japan, Sheesha & Tobacco Products locally for distribution across GCC and Africa |

|  |
| --- |
| **Business Owner BOUYANT INTERNATIONAL LLC Mar’17 – Feb’19** |

|  |  |
| --- | --- |
| CORE  RESPONSIBILITIES | * General Trading company for Cosmetics, Perfumes and sourcing as per client’s requirement. * To deliver high quality and cost-efficient solutions driving business development. * Manage all aspects of business and project development from initial scoping through strategic and fiscal planning. * Negotiate with supplier to get competitive price offer to fulfill market requirements. * Responsible for all business processes including purchasing, production schedule, inventory control, order processing and logistics. |

|  |
| --- |
| **Purchase Manager ATIQ & LIUSIE GENERAL TRADING LLC Jun’16 – Feb ’17** |

|  |  |
| --- | --- |
| CORE  RESPONSIBILITIES | * Responsible for sourcing, negotiating and buying household products. * Ensuring product launch at right price point as per market competition. * Forecast levels of demand for services and products and keep a constant check on stock levels. * Build and maintain good relationships with new and existing suppliers. * Analyzing consumer buying patterns and predicting future trends; regularly reviewing performance indicators, such as sales and discount levels. * Working closely with department managers to help create accurate budgets. * Working closely with warehouse management to make sure that proper stock level is always maintained. * Source various products from China Soft Toys, Kitchen Accessories, Hand grinder, Mixer, Coffee Machine, Air Conditioner. With all the necessary certification requirements Gmark, ECAS, SASO * Stay in loop with logistics and finance team from beginning to the end in whole process and gets updates and provide assistance as they required. |

|  |
| --- |
| **Purchase Manager SUZAN GENERAL TRADING LLC Jan’09 – Jun ’16** |

|  |  |
| --- | --- |
| CORE  RESPONSIBILITIES | * Responsible for managing product portfolio of Brands for Duty Free Shops. Brand includes Mars, Nestle, Ferrero, PUIG, Christian Dior, Sony, Timex, Sekonda etc. * Monitoring sales of Duty-Free outlets across Nairobi-Kenya, Kinshasa-DRC, Lubumbashi-DRC, Zimbabwe-Harare and Bishkek-Kyrgyzstan. * Stock planning/ forecasting and analyzing sales data * Meeting customs and regulation authority’s requirements. * Handling logistics for on time and cost-effective shipment. * Shipment follow up to ensure timely delivery to the customers. * Analyze market trends and apply this knowledge to make insightful buying decisions. * Importing from Europe, South Africa, China, Singapore to be re-exported across Africa |

|  |
| --- |
| **Purchase/Logistics Executive CBS PACIFIC -CHINA Mar’06 – Jan ‘09** |

|  |  |
| --- | --- |
| CORE  RESPONSIBILITIES | * Supporting international clients to meet their product requirement. * Visiting factories & manufacturing unit to check quality of product. * Local Sourcing of products in China viz. electronics, furniture, electrical appliances, textiles, shoes, home products etc. and export to India, Copenhagen, South Africa * Planning and prioritizing the shipments as per client’s requirement. |

|  |  |
| --- | --- |
| **CERTIFICATE/TRAINING PROJECTS** | |
| BSNL | Project on communication sector. |
| MCA | Certificate Course - Microsoft certified Administration. |