



MOHEMED ANSAF

Procurement Buyer

An procurement professional with experience in strategic sourcing, supplier management, and procurement operations who can build strong supplier relationship, negotiate cost savings. Extremely passionate about procurement and committed to a continuous improvement style of procurement and organizational development.

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WORK EXPERIENCE

Procurement Buyer Lulu Group International

03/2022 - Present

Abu Dhabi, UAE

Achievements/Tasks

- Managed purchasing operations by successfully sourcing and securing goods.
- Grew Sales by 28% through management of planning and forecasting.
- Increased Gross Margin through cost negotiation and cost-effective marketing.
- Responsible for spend management for targeting and achieving cost saving goals.
- Maintained relationship with existing suppliers and sourced new suppliers for future products and associating with them to do in-store campaigns.
- Monitoring the Stock Movement to avoid Overstock & Out of Stock (Top 30 Lines of each Category).
- Analyze past sales patterns to anticipate trends in consumer buying patterns.
- Daily, Weekly, Monthly reports of : Sales vs Purchase, Wastage analysis, YTD sale comparison, Markey price survey, De-growth categories, Promotional Sale Report
- Skills: Demand Forecasting, Negotiation, Inventory Management, Strategic sourcing, Data Analytics, MS Excel, SAP, Power BI, Supply Chain Optimization, Spend Analytics, Supplier Relationship Management.

Marketing Executive Intern Byju's

09/2021 - 12/2021

Kerala, India

Achievements/Tasks

- Conducted ATL and BTL campaigns in customer potential area.
- Assist in the planning and execution of marketing campaigns.
- Cultivate strong relationships with new clients, while maintaining existing client relationships.
- Created presentations and reports to present findings to management.
- Work with different departments to achieve targeted revenue.

EDUCATION

Master of Business Administration(Marketing & Finance)

- University of Calicut

08/2019 - 12/2021

Kerala, India

Bachelor of Commerce

- University of Kerala

08/2015 - 04/2018

Kerala, India

ACHIEVEMENTS

Event Coordinator (09/2020 - 11/2020)

I had the chance to plan programs for CANVAS 2019, a national level management festival hosted at FIMS in Calicut.

PERSONAL DETAILS

Nationality: Indian

Date of Birth: 14.05.1997

Passport Number: U2217070

Valid UAE Driving License

CERTIFICATIONS

Data Science and Supply Chain analytics
UDEMY

Operational Procurement in Supply Chain Management
TCS iON

Global Procurement and Sourcing
Coursera

SAP ERP: Beyond the Basics
LinkedIn

LANGUAGES

English
Full Professional Proficiency

Hindi
Full Professional Proficiency

Malayalam
Native or Bilingual Proficiency

Tamil
Full Professional Proficiency