

# Kiran Shinde

Assistant Buyer



+971 502093747 / +91 9637777740

kiran.shinde.1460@gmail.com

Dubai

## PROFESSIONAL SUMMARY

A resourceful Assistant category manager with 8+ years of experience in Retail and e-commerce, skilled in negotiating and purchasing. Well-versed in Private Labels, NPD, Category management, Planning, Vendor sourcing, Inventory management, and market research. A data-driven decision-maker, skilled in optimizing product assortments, pricing strategies, and promotional campaigns. Strong leadership and project management abilities to ensure effective category performance. Dedicated to delivering exceptional results and enhancing the overall customer experience.

## SKILLS

Contract Negotiations

Leadership quality

Team leadership and support

Relationship Management

Data Analysis

Purchase Forecasting

Strategy Skills

Category Development

Negotiations

Budgeting and financial management

Resourcefulness

Inventory Management

## EXPERIENCE

### ASSISTANT BUYER- DUBAI.

Landmark Group, February 2022–Present

- Ensured top-tier relationships with vendors, providing the appropriate level of interaction with vendors in terms of both timely problem resolution and follow-up communications on Purchase order, New Development, product analysis.
- Collaborated efforts between vendors, warehouses, Supply Chain, Retail Operations. Report on a variety of metrics including but not limited to Margin, Gross Profit Dollars, Best Sellers
- Closely working on newly launched products. Order Penetration and Sales Comparison for Products (across any period), Pre and Post Promotion Profitability, Sell thru to the buyer. Store visit based on launches of the week.
- Category Development and Management youth product categories • New vendor sourcing • Collaboration with cross-functional teams to define product requirements and specifications. Conducting market research and competitive analysis to identify opportunities for product improvements. • Developing and executing product launch strategies, including creating marketing collateral and training materials.

Managing product lifecycle, from conception through end-of-life, ensuring to meet product goals.  
Assisting in pricing strategies and monitoring product profitability.

- Collaborated with marketing and VM team regarding promotion and display guide for all stores across all territories. •Territory and store visits to ensure guidelines are followed. •Enforcing SOP and Ensuring stock availability for brick & mortar model as well as for E-commerce. •Competition visits to stay updated on the latest market trends. •Aligned supply, demand, and central planning teams for timely OTB calculation and stock availability across all territories and stores.

### **SENIOR MERCHANDISER, LESOTHO-SOUTH AFRICA**

Chinese Garment Manufacturers, February 2020–September 2021

- Facilitated the development of strong working relationships between vendors and purchasing department managing the requests for samples and overseeing the quality of general production till shipment.
- To support the supplier matrix & managing the sourcing of product throughout the region
- Identifying areas of opportunity
- Work with internal departments and factories to ensure the quality, production and timely, delivery of goods.
- Maintain quality results by following and applying company standards.
- Work with overseas & local fabric mills on new fabric collections- Denim / Non- Denim / Knits Flat Knits for each season.

### **SENIOR MERCHANDISER, DHAKA**

Noize Jeans Pvt., May 2017–January 2020

- Responsible for monitoring and sourcing for individual orders from sampling to Shipment Product development, total sampling preparation with respect to buyers given specs, standards and requirements and instructions.
- Trims procurement and purchase formalities. Work with overseas & local fabric mills on new fabric collections Denim / Non- Denim / Knits Flat Knits for each season
- Visited Hong Kong 3 Times and Bangkok 1 time for seasonal order confirmation meeting.
- Maintained clear communication with vendors. Kept clear records of Order details.
- To ensure all samples, FIT, PP, T.O.P, black seal/ gold seal, Photo shoot, shipment samples, etc as per buyer requirement
- Trims procurement and purchase formalities for all development and order
- Support production commitments with clients, ensuring objectives of product quality, delivery, price.
- Understand the sourcing needs of each customer and work with designers for the developments.
- Complete responsibility from the time the order gets confirmed till the goods are Prepare Monthly Production Recaps to keep managers and directors well informed of the status of all upcoming programs.
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### **MERCHANDISER, BANGALORE**

Pink Rose Lingerie Pvt Ltd, June 2015–May 2017

- Shipment's executive sales Co-Ordinator
- Reporting to Senior Merchandiser & CEO
- Taking follow-up with all fabric mill & accessories supplier for production planning Online sales executive assistance for Amazon, Paytm, Flipkart, Ask me Bazaar & LAAVIAN website.

## EDUCATION

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### **MASTERS IN FASHION DESIGNING (MAFD) IN CGPA: 9.47,**

Swami Ramanand Tirth Marathwada University

### **BACHELORS OF DRESS MAKING & FASHION COORDINATION (BDFC) SCORE : 78.95%,**

Chhatrapati Shahu Institute of Business and Research, Kolhapur

### **DIPLOMA IN DRESS DESIGNING & GARMENT MANUFACTURING (DDGM) SCORE: 84.31%,**

Govt. Residential Women's Polytechnic, Latur

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## PERSONAL INFORMATION

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- Passport Number: T6835328
- Marital Status: Married
- Valid Up to- 02-Jul-2029

## LINKEDIN PROFILE

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[linkedin.com/in/kiran-shinde-40b5b612a](https://www.linkedin.com/in/kiran-shinde-40b5b612a)

## DECLARATION

All information in this resume is right and truthful to the best of my knowledge and faith.

Kiran Shinde

Dubai, UAE.