

Md Asad Quadri



Buyer | Category Manager



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Dubai

Result-oriented professional targeting assignments as **Buyer** or **Category Manager**, with an organization of high repute

EDUCATION

- **2014: Bachelor of Commerce**
Magadh University, Patna, IN,
secured 3.8/4.0 CGPA

AREAS OF EXPERTISE

- Inventory Management
- Forecasting
- Promotional Campaign Management
- Supplier Negotiation
- Vendor Relationship Building
- Store Operations
- Product Sourcing
- Market Trend Analysis
- Consumer Demand Insights
- Communication

SUMMARY

- A highly dedicated professional **with over 10 years in Retail Fashion and FMCG with expertise in purchasing, day-to-day store operations, customer service and buying strategies** to elevate overall business performance, contributing to organizational success.
- **Manage buying and purchasing efforts/Materials for the company and negotiated pricing deals, Inventory lists, delivery arrangements and product trends.** Provided excellent customer services and effective negotiation efforts when purchasing items.
- **Achieved a significant increase in sales and customer footfall** through the implementation of strategic promotional campaigns, enhanced brand visibility and drove revenue growth in the current role as a Category manager at Mark sing trading and contracting.
- **Accomplished in identifying products**, negotiating with suppliers, and securing favorable terms.
- Excel in **establishing and maintaining strong relationships** with suppliers and vendors.
- Skilled at **supervising store teams, setting sales targets**, and ensuring efficient day-to-day operations.

PROFESSIONAL EXPERIENCE

Category Manager | Mark Sing Trading and Contracting, Qatar | June'23-June'24

Responsibilities:

- Selected products based on market trends, customer demand, and sales data.
- Negotiated with suppliers for optimal prices and terms.
- Analyzed sales data for demand forecasting and managed a 49k moving inventory.
- Provided recommendations to senior management and stayed updated on industry trends and consumer demand changes.
- Coordinated with the Store Team to meet sales targets and analyzed sales data to identify trends and improvement opportunities.
- Maintained a safe and clean working environment for employees and custom; managed Work Schedules and Payroll.
- Directed day-to-day operations, ensuring efficiency in tasks and managed inventory for correct stocking and display while ensuring timely ordering and reception.

Food Buyer | Advanced Gate Investment, Muscat, Oman | Feb'21-Mar'23

Responsibilities:

- Negotiated with suppliers for optimal prices and terms.
- Developed and maintained strong relationships with suppliers and vendors.
- Selected products based on market trends, customer demand, and sales data.
- Recognize problems, analyze causes, and generate alternative and solutions.
- Analyzed sales data for demand forecasting and managed a 49k moving inventory.

TECHNICAL SKILLS

- Data Analysis and Reporting Tools: Tally, Microsoft Excel, Word, and PowerPoint
- Point-of-Sale (POS) systems
- Inventory Management software

SOFT SKILLS

- Collaborator
- Communicator
- Innovator
- Planner

PERSONAL DETAILS

- **Languages Known:** English, Arabic, Hindi
- **Passport Details:** Passport No.: M6322762.
- **Driving License:** Issued in Qatar, Oman, India

- Provided recommendations to senior management and stayed updated on industry trends and consumer demand changes.

Cash Supervisor | Redtag Fashion, Muscat, Oman | Apr’17-Aug’20

Responsibilities:

- Trained cashiers on proper cash handling procedures, including cash, check, and credit card transactions.
- Monitored daily sales and cash flow, prepared comprehensive sales reports on a daily, weekly and monthly basis.
- Prepared daily bank deposits, maintained precise records for reconciliation with bank deposits.
- Recognize problems, analyze causes, and generate alternative and solutions.
- Ensured compliance with company policies and relevant laws, conducted audits and spot checks.

Store Supervisor | Nilima Creation, Bihar | Jul '14 -Jan '17

Responsibilities:

- Managed staff, prepared work schedules, and assigned specific duties.
- Executed complex sales strategies, effectively managed the sales process and activities.
- Conducted detailed stock checks, managed daily and weekly reports, and facilitated monthly/half-yearly stock takers.
- Matched order forms with invoices, recorded necessary information, and interacted with auditors for internal and external audits.

