



# Mohammed Asad

PROCUREMENT CATEGORY MANAGER

## Profile

Category Manager with 8+ years of experience in Procurement & Supply chain discipline. Great ability to process and understand data combined with strong research and sourcing skills. Looking for suitable position to further enhance my current skill set and learn to execute the company objectives in the most optimal way.

## Employment History

### Category Manager, Luban Trading LLC, Muscat, Oman

OCTOBER 2021 – PRESENT

As category manager, responsible for the overall performance of the outlets in order to maximize sales & profitability.

- Assume responsibility for budget development and revenue for the category.
- Devise long-term development strategies for product categories.
- Develop exit strategies for unsuccessful products.
- Foster trust relationships with vendors to achieve better pricing and quality of services.
- Determine the positioning of a product category to maximize visibility.
- Category development by adding of new suppliers & product assortments in line with customer demands & trends.
- Revenue generation through new product launch & rental revenue across a variety of categories.

### Procurement Executive, Luban trading LLC, Muscat, Oman

MAY 2017 – SEPTEMBER 2021

- New product registration & listing from current suppliers and negotiating fees for the same.
- Category Management & Sales analysis - removal of non-moving & slow-moving products,
- Replacement of the same with similar products on the market across 2 business concept of convenience stores and supermarkets.
- Sales report & Analysis for store wise sales, profitability report Analysis, quarterly reviewing all SKU performances.

### Supervisor Supply Chain, Al Hassan Engineering SAOG, Muscat, Oman

MARCH 2013 – FEBRUARY 2017

- Procuring special Construction Equipment / Vehicles / CAPEX Items as per project requirement & in line with company policy.
- Preparing & releasing bulk order for fast moving consumables to be used at project sites, Workshops & Stores.
- Negotiating pricing & commercial terms & conditions with all vendors effectively to maximize project profitability.

## Details

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## Links

[Linkedin](#)

## Skills

Contract Negotiation

Vendor Management

Revenue Growth Management

Sourcing

Category Management

Knowledge of MS Office

## Languages

English

Urdu

- Preparation of monthly MIS for the senior management review & Procurement analysis
- Ensure compliance of company HSE norms by all

## Education

### Diploma in CIPS, CIPS UK, Muscat

FEBRUARY 2018 – PRESENT

CIPS Professional Qualification which i am doing part time. Level 4 (5 out of 8 exams) cleared the other 3 to be completed this year.

### BSc hons finance, Majan University College of Business, Muscat

SEPTEMBER 2008 – JANUARY 2012

BSc (Hons) Finance completed in the year 2012, with below modules as the most important ones.

1. Portfolio analysis
2. Business statistics
3. Investment decision
4. Strategic management
5. Financial engineering

Final Dissertation done in the year 2012 with an A- (80% score) on the influence of dividend payouts towards the value of share prices.

### AS & A2 levels, Srilankan School, Muscat

AUGUST 2006 – AUGUST 2008

## Internships

### Audit Trainee, Moore Stephens LLP, Muscat

SEPTEMBER 2011 – DECEMBER 2012

### Trainee - MME industry, HSBC Oman, Muscat

MAY 2010 – JUNE 2010

## Extra-curricular activities

Sports - Basketball, Cricket, Swimming.

Actively participated in sports activities in school, college (team captain in cricket & basket-ball) teams from 2006-2008.

Won the table-tennis intra company tournament in 2014 Al Hassan Engineering re-creation club.

Runner-up in intra company tournament in 2015.