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24/10/1983

## IMRAN KHAN

Bangalore, Karnataka



### OBJECTIVE

To leverage my extensive experience in supply chain management to drive operational excellence and cost savings for a forward-thinking organization. To contribute my expertise in logistics, procurement, and inventory management to ensure efficient operations within the supply chain. To use my experience in data analysis and forecasting to create strategies that will maximize efficiency and profitability. Looking for an opportunity to work as a Retail Duty Manager where I can apply my knowledge of sales strategies, personnel management, and customer relations. To apply my experience in developing and implementing effective strategies to optimize store operations and maximize profits. Achieving growth and hitting sales targets by successfully managing the sales team. Designing and implementing a strategic sales plan that expands company's customer base and ensure it's strong presence. Managing, objectives setting, coaching and performance monitoring of sales representatives.

### SKILLS

Communication and Negotiation Skills  
Inventory Management.  
Strong numerical, Analytical and IT skills.  
Inventory Control.  
Forecasting and Demand Planning.  
Store Operations.  
Sales Floor management.  
Visual Merchandising.  
Retail Sales.  
Safety Procedures and Hygiene.  
Front Desk Operations.  
Cost accounting skills.  
Project management.  
Problem solving.  
Business ethics.  
Enterprise resource planning (ERP) systems.  
Financial statement literacy.  
People Management and Teamwork.  
Motivate and Inspire  
Customer Relationship Management.  
Time Management.

### EDUCATION

#### Osmania University

M.B.A. (Marketing & Finance)

Passing Year -  
2008

#### Osmania University

P.G. in Management of International Business

Passing Year -  
2006

#### Osmania University

Bachelor of Commerce

Passing Year -  
2005

### EXPERIENCE

#### Danube Bindawood Holding Company, (Retail Hypermarket, Saudi Arabia).

10/05/2018. -  
04/11/2022.

Supply Chain Manager.

- Evaluate and report on KPIs
- Monitor logistics to make sure they run smoothly.
- Maintain supply chain inventory and records.
- Find cost-effective solutions for supply chain processes.
- Resolve issues that come up (e.g. delays in delivery, accidents)
- Collaborate with other departments to create coordinated plans for business growth.
- Develop and implement safety guidelines in all aspects of the supply chain (e.g. use of trucks, forklifts)
- Ensure supply chain processes meet legal requirements and standards.
- Communicate and negotiate with suppliers and vendors to land more profitable deals.
- Liaising with regional operational manager and head office.
- Negotiate contracts with suppliers, develop new and existing relationships with suppliers.
- Control delivery processes, ordering, available of stock, branch transfer, and approval of Purchase Orders (POs) by using JDA (ERP) Software.
- Make orders for Missing Promotion Orders and Prepare Reports by using JDA Software.
- Plan and implement logistical strategy, ensuring targets are met.
- Use computer software to track goods from origin to delivery.
- Work on forecasts, overstock and inventories, keeping an accurate record of the process.
- Manage and motivate a team of supply chain staff.
- Manage and minimize the risks that could affect or interrupt the supply chain.

#### Samrat Motors (Auto Consultants)

01/08/2014. -  
31/10/2017.

Assistant Sales Manager

- Determine each customer's vehicle needs by asking questions and demonstrate pre-owned vehicles (includes test drives) and explain the vehicles operating feature.
- Provide vehicle customizing, modifying with on time delivery service.
- Keep abreast of incoming inventory, features, accessories, etc., and how they benefit customers.
- Work with the service department and body shop to ensure that vehicles are reconditioned.
- Review and analyse daily, weekly, monthly and yearly financial performance of the business.

#### Geant Hypermarket (U.A.E), Casino Group (France).

26/04/2011. -

## LANGUAGE

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English  
Urdu  
Hindi  
Arabic  
Telugu

Department In-charge (Heavy House Hold)

- Coordinate and negotiate with suppliers, dealers, price and ordering (LPO).
- Managing staff of salesmen, merchandisers, promoters and providing training to new staffs.
- Market research, pricing, promotions and product implementation, placement and displays.
- Monitor daily, weekly sales turn over, margin, price change, sales report on total sales value.
- Conduct daily, monthly and half yearly inventories of stock and check slow moving stock.
- Clear customer's doubts, problems and solve after sales service inquiries.
- Maintain proper co-ordination among staffs, colleagues and superiors.

### Probo-Solve Technologies.

04/08/2008. -  
30/10/2010.

Accountant.

- Handle monthly, quarterly and annual closings
- Reconcile accounts payable and receivable
- Ensure timely bank payments
- Compute taxes and prepare tax returns
- Manage balance sheets and profit/loss statements
- Report on the company's financial health and liquidity
- Audit financial transactions and documents
- Reinforce financial data confidentiality and conduct database backups when necessary
- Comply with financial policies and regulations

## TECHNICAL SKILLS

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JDA ( ERP ) Software

Operations Management from IIMBx (Bangalore)

Supply Chain Fundamentals

Accounting & Financial statement Analysis

Retail Sales from Retailers Association's Skill Council of India

SAP (Sales & Distribution)

E-Commerce Lab (University Toper)

Accounts Assistant Course (MS-Word, MS-Excel, Tally 6.3)

## PROJECTS

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### Involved in Setting up of Two New Hyper Market.

Worked with Store Set up Project Management Teams, Regional Operations Team and Supply Chain Management Director to open new Super Market.

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