

CURRICULUM VITAE

ZOYA T SAYED

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Career Objective:

To achieve my Goal Working in a Competitive and well-organized environment to the betterment of myself and corporate and to show my best results of my hard work.

Work Experience:

Organization : *O1 India Private Ltd. (SHOP101) Glance*

Designation : *Senior Executive (Key Account Manager)*

Duration : *April 2021 – Present*

Shop101 – is an Indian -origin social commerce platform which is now merged with glance and roposo company which enables businesses and individuals to start their online via social channels such as WhatsApp, Facebook, Instagram and by roposo app we show our products to the customer with the help of influencer.

- *Managed Vendor/Supplier portfolios to negotiate for better and more favorable business partnership terms, promotions, and discounts by analyzing sales trends and training them for current market opportunity to increase sales. [Vendor Management]*
- *Analyzed the sales data and strategically created combos of complementing products which resulted in the customized offering for the reseller and multiple ordering for the supplier.*
- *Consistently captured first-mover advantage through analysis of top-performing SKUs.*
- *Analytical Approach on Stock blocking the top-selling items, in advance by sound judgment, and making sure to get exclusivity for the company ahead of other sellers.*

□ Build strong communication channels at all levels, set proper expectations, provide clear status communications, and manage towards a growth plan for the vendors.

Inventory Management.

- Focus on innovative and Customized Sales and Business Strategy Program for Vendors as

per the current market condition, within the company, to improve revenue and vendor

relationship.

- On-boarding new vendor and reseller as per the company requirement.
- Handling vendor and reseller Escalation query.
- Comparing the price of the supplier on other portals and negotiating with them to offer a

better price to stay in competitive market.

- Browsing other platform and making sure that we all the selections listed on the other platform and convincing the supplier to give some unique catalogues.
- Taking weekly or monthly discounts from the supplier to boost the sale on regular basis.
- Plan and monitor various ecommerce portal and marketplace like Facebook, Instagram.

Organization: MEESHO

Designation : KAM (Key Account Manager)

Duration : August 2020- March 2021

- Responsible for targets, incentives and revenues for the suppliers.
- Trend analysis for each season to decide on the product line for own brands of the suppliers.
- Sound knowledge of handling and increasing suppliers listing.
- Creating CLP banner for the WWW category regularly.
- Helping deactivated suppliers to be reinstated.
- Managing accounts of suppliers / distributors.
- Ensuring optimum inventory levels are maintained throughout the season.

- Manage the execution of marketing assignments in the geography by planning exclusive promotion strategies to enhance Brand visibility at brand/supplier level.
- Identifying suppliers potential, increasing their sales, managing supplier quality and adding in fulfillment of seller products/orders.
- Helping suppliers to adopt the various services provided by Meesho which help them to grow.
- Building and managing brand relationships in the geography including deals, preferred pricing and preferred treatment.
- Proficient in interacting with seller and helping them in all transactional and non-transactional issue

Organization: AEGIS(FLIPKART)

Designation : Senior executive (Key Account Manager)

Duration : July 2019 – August 2020

- Building selection across platform basis the market trends.
- Pricing competitiveness across inter market and intra market.
- Product promotion and advertisement.
- Product listing with the right quantum and cataloguing.
- Optimizing zonal sales for sellers and assuring to opt for multiple locations.
- Building growth plan for merchants to improve sales.
- Selection insight on the top selling products for the quantity to procure and maintain.
- Fulfilling speed metrics to ensure smooth transition.
- Managing quality and returns by giving them business inputs on the grey areas were they need to work upon.

Organization: DUBAI HOLDING GROUP(UAE)

(ZARA, ZARA HOME,SFERA,STRADIVARIUS,WOMEN'SSECRET,PROMOD,GERARD DAREL)

Designation: KAM (Key Account Manager (AUH)

Duration: 2015 – 2019

- Deeply understand customer behavior, develop new customer insight.
- Develop the business model, understand where opportunities are and create a visible business to service them.
- Understand on-line and off-line players.Ensure selection stays well ahead of competition.
- Develop deep and long standing relationship with the vendors – to drive relationships from the strategic to the tactical.
- Own the terms of business with the vendors– products,returns, ordering etc.

- *Ensure high-share of mind from the vendors. Build deep ties.*
- *Market understanding*
- *Manage in store promotion s along with brands – make brands partners in customer communication.*
- *Drive portfolio management for the best offers and discounts for the customers*

Organization: MITHUN

ENTERPRISES Designation :

Assistant Account Duration :

2013 – 2015

- Enter Invoices into the accounting system.
- Make sure payments are received within 30 days.
- Generate and send cheque.
- Manage client and supplier accounts.
- Document competitive intelligence and market trends.
- Assist the marketing department with diverse initiatives.
- Other administrative tasks as required.
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Academic Qualification:

- B.COM (Bachelor's of Commerce) from Karnatak University in 2010
- Govt. pre university college science in 2007
- St Micheal's Convent High School in 2005

Personal Details:

Nationality	:	Indian
Date of Birth	:	08 november, 1989
Religion	:	Muslim
Gender	:	Female
Marital Status	:	Married
Language Known	:	English, Hindi, Kannada ,pahari,Urdu and Konkani.

I hereby declare that the above information is true and factual to the best of my knowledge and belief.

Date:

Place:

(Zoya Tabish Sayed)

