



MOHAMED YASIR

BMgt (Hons) in Supply Chain Management

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PROFILE SUMMARY

Enthusiastic and self-motivated young professional with a Bachelor's degree in Management (Hons) specializing in Supply Chain Management, I am recognized for my strong work ethic and unwavering commitment to excellence in every task I undertake. I thrive in dynamic environments, where my proactive and adaptable nature enables me to leverage a positive mindset to tackle challenges effectively. I am eager to contribute my skills and passion to achieve my career goals while driving success and making a meaningful impact. I am also looking to play a key role in a challenging and creative environment, where I can actively contribute to the company's sustained growth.

WORK EXPERIENCE - 4 YEARS

Fits CARGO | Sri Lanka



Feb 2022 - Sep 2024

Senior Sales Executive

- Manage and nurture relationships with the customer accounts assigned to you by your line manager, ensuring smooth operations and the achievement of sales targets.
- Conduct detailed market research as required to identify new business opportunities, competitive insights, or potential trends that could benefit the company's sales strategy.
- Accurately compile rate sheets based on customer requirements, current market rates, and company policies.
- Maintain clear communication with relevant stakeholders to ensure smooth coordination of shipments.
- Assist the logistics team in tracking shipments and resolving any issues that arise during transportation, ensuring customers are informed about the status of their deliveries.
- Prepare daily sales reports, tracking individual and team performance against targets, and provide additional reports or data analysis as requested by your line manager to help in decision-making processes.
- Participate in regular sales and operational meetings, contributing insights and updates on your assigned accounts, and sharing ideas to improve team performance.
- Arranging logistics required shipments and negotiating costs with 3rd-party logistics providers
- Collaborate with other departments, ensuring alignment on operational priorities and customer needs.
- Work towards achieving both individual and team sales goals, consistently striving to exceed monthly targets and contribute to overall company growth.
- Ensure all assigned tasks and reports are submitted within the deadlines set by your line manager, managing your time effectively to prioritize key activities.

Laugfs Holdings Ltd | Sri Lanka



Oct 2019 - Dec 2021

Senior Buyer

- Oversee procurement of raw materials, ensuring alignment with quality and strategic goals.
- Negotiate with suppliers for favorable prices, securing cost savings without compromising quality.
- Coordinate with suppliers to ensure the timely delivery of materials and monitor shipment schedules.
- Assess and forecast department purchasing needs, maintaining optimal inventory levels.
- Leverage business acumen and negotiation skills to support cost-effective purchasing.
- Utilize SAP for purchase orders, ensuring accuracy in processing and tracking.
- Monitor inventory levels and coordinate with production teams for timely material availability.
- Partner with departments to understand and meet their procurement needs, ensuring compliance.
- Manage end-to-end procurement from supplier sourcing to contract negotiation and selection.
- Collaborate with the category team on alignment and support tender processes for supplier selection.
- Maintain proficiency in ERP systems and Microsoft Office to streamline procurement processes.
- Prepare and manage purchase orders, ensuring all documentation is accurate.
- Conduct market research to identify new suppliers and evaluate their qualifications.
- Develop and implement procurement plans in line with organizational goals.
- Continuously review procurement processes to enhance efficiency and reduce costs.

EDUCATION

- **Business Management | Honours in Supply Chain Management - Second Class [2023]**
Cinec campus | Sri Lanka | Faculty of Management
- Graduated with GPA 3.14/4
- **Diploma in Information Technology | E-Tech Campus | Sri Lanka**
- **G.C.E Advanced Level in Commerce Stream | Zahira College Colombo | Sri Lanka**

ADDITIONAL INFORMATION

- **Professional Skills:**

- Able to work effectively as part of a team with minimal supervision, showcasing adaptability to new technologies and software.
- Proficient in using data for planning and decision-making, with a commitment to continuous learning and improvement.
- Highly reliable and responsible, consistently delivering high-quality work and completing tasks to a superior standard.
- Possess strong analytical and problem-solving skills, enabling critical thinking in various situations.
- Excellent public relations and interpersonal skills, facilitating clear and effective communication.
- Proficient in IT and quick to learn new technologies, adapting swiftly to new tools and systems. [SAP & ERP]
- Strong time management skills, ensuring efficient and organized completion of tasks.
- Passionate about acquiring new skills and knowledge.

- **Languages:**

- English
- Tamil
- Sinhala

NON RELATED REFEREES

- References are available upon request.