

CURRICULUM VITAE

Sayed Mohammad Anwar
Warehouse & Inventory Manager
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Profile Summary: A strategic Warehouse & Inventory Manager with **13+ years** driving operational excellence across fashion and beauty retail sectors. Proven track record :**98% inventory accuracy, 15% Warehouse Productivity gains and 10% overstock reduction** through FIFO/FEFO optimization and data-driven planning. Expert in multi-location inventory management (**130+ stores**), WMS implementation, inventory control, and supply chain optimization and cross-functional leadership delivering measurable business impact across procurement, sales and distribution operation.

CORE COMPETENCIES

Warehouse & Supply Chain: Logistics & Distribution • FIFO/FEFO • Order Fulfilment • 3PL Management
• KPI Dashboarding • Supply Chain Optimization • Warehouse Operation.

Merchandise & Inventory Planning: Inventory Control • Promotion & Markdown Planning • Stock Allocation

& Replenishment • Retail Store Support • Ageing Stock Management.

Retail & Business Analytics: MIS Reporting • Historical Sales Analysis • Data Analytics • Sales Forecasting.
Performance Monitoring (AOV, ASU, ACS, ATV, Conv) • Margin Analysis.

Technical Proficiencies: Power BI • WMS • Infor • Oracle • Advance Excel (Pivot Tables, LOOKUPS)

PROFESSIONAL EXPERIENCE: -

Warehouse Manager Hareer (Beauty & Health)- KSA Feb 2024-Present

- Lead daily warehouse operation: receiving, storage, order processing, distribution and logistics.
- Generate regular reports for inventory, sales vs plan, ageing stock to inform strategic decisions.
- Monitor & analyze online metrics, AOV, AUP & ACS to evaluate performance and drive sales growth.
- Collaborate with sales and procurement team to align inventory with demand forecast **reducing stockout by 25% while maintaining a 98% inventory accuracy rate.**
- Implemented continuous improvement initiatives that **increased warehouse productivity by 15% and reduced order processing time by 20%.**
- Implemented a strict FIFO/FEFO system, **reducing product expiry and waste by 25%.**
- **Maintained** strict climate-controlled storage protocols for beauty products, **ensuring 100% quality compliance and minimizing waste.**
- Redesigned warehouse layout and storage systems, **increasing storage capacity by 10%.**

Inventory Control Analyst RED TAG-KSA Aug 2019-Jan 2024

- Optimized stock cover across **130+ stores**, reducing overstock by **10%** and improving in-stock rates for **top sellers to 98%**, which minimized lost sales.
- Analyzed historical sales data, market trends and customer preferences to predict future demand.
- Generated periodic strategy reports to analyze business trends and identify expansion opportunities.
- Monitoring the slow-moving stocks and taking the necessary action (i.e. Stock movement and re-balancing) to maximize the Sell through.
- Planned and managed stock allocation to stores/ channel-based forecast, sales potential, & geographic differences.
- Executed a markdown strategy for non-moving categories that **cleared 90% of targeted ageing stock within 4 weeks.**
- Revitalized underperforming categories by implementing a targeted weekly goal-setting process, resulting in a **consistent average 15% sales growth** compared to the Previous Year.
- Led the weekly product review meetings with all stakeholders to improve category performance.

Regional Inventory Controller	RED TAG-KSA	Dec 2014-July 2019
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- Authored weekly and seasonal sales analysis reports that identified underperforming categories, leading to targeted action plans that **increased seasonal sell-through by 8%.**
- Analyzed every aspect of bestsellers (best-selling category, styles or size) and ensure that bestsellers reach their full potential.
- Ensured all shipments reached stores within agreed timescales.
- Ensured promotions are implemented according to guidelines.
- Coordinating the inflow and outflow of inventory as well as shipment and storage activities.
- Worked closely with Store Managers to provide stock replenishment support.
- Filed claims when defective goods are found in the inventory.

Back Store Supervisor	RED TAG-KSA	April 2012-Nov 2014
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- Examined incoming shipment, recorded shortage, and rejected the damaged item.
- Reconciled the incoming shipment with invoice entry.
- Routed items to various departments.
- Updated the inventory account of every shipment received on weekly basis.

Coordinator & Quality Controller	M.A. Business & Pvt. Ltd. U.P. India	Nov 2010-March 2012
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- Business Development and maintain good professional relations with suppliers.
- Arrange new sample for taking orders.
- Complete export shipment process and compile shipment document.
- Managing the inventory of all materials.
- Visit the factory and inspect the product from product sample record of suppliers.
- Purchasing & packaging.

Production Supervisor	S.K. Enterprise Uttar Pradesh, India	Sep 2006 - Oct 2010
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- Production planning and scheduling, establishing work standards.
- To Check production output according to determined quality specification.
- Capacity planning and inventory management.
- Day to day running production process in all types of manufacturing operation and make sure that the production process is in line.

QUALIFICATION:

Master of Commerce (M.COM)	2009	Kanpur University UP. India
Bachelor of Commerce (B.Com)	2005	Lucknow University UP. India

PERSONAL INFORMATION:

Father Name	:	Sayed Mohd. Akbar
Nationality	:	Indian
Language	:	English, Arabic, Urdu, Hindi

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