Sanju

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**PROFESSIONAL OVERVIEW**

* 7 Years work experience in Garment Merchandising, Ability to handle any item and can work independently on all aspects of merchandising which includes developing, buyer handling, costing, negotiating, raw material allocation, purchasing.
* Extremely strong background in all aspects of Buying & Merchandising.
* Excellent understanding of the garment design and manufacturing process from the garment conceptualization stage, through the pattern drafting phase, to final garment assembly.
* Depth Sourcing Skills of cost effective and qualitative products.
* Enrich knowledge of products and their right sourcing hubs.
* An effective worker with strong communication, analytical bent of mind, Team Management, relationship management and co-ordination skills.
* Strong specialization in all Men’s/Women’s wear and Kids wear.
* Product-Sourcing and Vendor Development.
* Good knowledge of fabrics and the ability to choose the best match between garment design and fabric.
* Ability to adjust to the work atmosphere as and when required.
* Coordinate closely with the logistics dept. for scheduling and bookings shipments to ensure smooth and timely cargo deliver.
* Handled buyers like KOHL’S, VF, TARGET (US), MATALAN, GYMBOREE, M&S, H&M, JC PENNY, SEARS, TOMMY HILFIGER, SAUCE, ZAYAN THE LABEL.

**SIGNIFICANT SKILLS**

Product Development Apparel styling techniques

Sourcing Raw Materials Product Knowledge Proactive escalation approach to issues and risks Strong adherence to T&A Understanding of cost components for negotiation excellent analytical skills

Superior communication skills

**Experience**

**MERCHANDISER - SAUCE INTERNATIONAL. LLC (KORPKO GENERAL TRADING)**

**DUBAI, UAE.** April - 2016 to till date.

**JOB RESPONSIBILITIES:**

* Sourcing from foreign markets such as China, India &Ensuring those products are delivered on time.
* Developing the procurement strategy.
* Negotiating prices, quantities and delivery time-scales.
* Selecting a range of products to sell in retail outlets.
* Forecasting profits and sales, and optimizing the sales volume and profitability of designated product areas.
* Planning budgets and presenting sales forecasts and figures for new ranges.
* Controlling stock levels based on forecasts for the season.
* Looking out for price fluctuations in the market place.
* Developing effective working relationships with our suppliers.
* Using specialist computer software, for example to handle sales statistics, produce sales projections and present spreadsheets and graphs.
* Analyzing every aspect of bestsellers (for example, the bestselling price points, colors or styles) and ensuring that they reach their full potential.
* Maintaining awareness of competitor’s performance.
* Analyzing the previous season's sales and reporting on the current season lines.
* Working closely with visual-display staff and department heads to decide how goods should be displayed to maximize sales.
* Participate in supplier calls and meetings to help run the business.

**EXECUTIVE MERCHANDISER- ATRACO INDUSTRIAL ENTERPRISES**

**DUBAI, UAE.** April-2013 to March 2016.

**JOB RESPONSIBILITIES:**

* Complete handling of making Fit Samples and Pre production (P.P) Samples, Gold Seal Samples and Black Seal Samples for Buyer.
* Handling all the Work Which Relates to the Buying Office and Buyers, like:-Taking Approvals on Lab Dips and Strike Offs. The Whole Process which Relates till the Order.
* Sourcing from foreign markets such as China, India & Ensuring those products are delivered on time.
* Monitoring in all Submissions like Lab Dips, Strike-offs, and Desk Looms from stage first to last Approvals Till the end of Bulk Approval with all buyers.
* Negotiating prices, quantities, and delivery time-scales.
* Proto sampling & sales sampling.
* Colors Ordering from Pantone, CSI, PTC & Archroma sites.
* Ensuring product development & objective based sampling as per buyer’s specifications.
* Work out the costing, Price negotiation with buyer.
* Price negotiation with fabric & accessories supplier.
* Developing a detailed TNA & regularly monitoring the same through weekly status.
* Quoting the delivery dates to buyer after checking factory’s capacity situation.
* Interacting with the buyers and getting production samples approved from the buyers.
* Sending of sample to buyer for approval of style, print (if any), GSM, fabric, measurement & if there is any Rectification to be made, we must do it accordingly; as buyer satisfaction is our goal!
* Coordinating with quality assurance team to ensure timely & routine inspection at different stages of production.
* Monitoring the procurement and production for the timely delivery of the goods.

**MERCHANDISER - SHAHI EXPORTS PVT LTD.**

**BANGALORE, INDIA. -**June-2010 to April 2013.

**JOB RESPONSIBILITIES:**

* Garment analysis, costing &price negotiation with buyer.
* Co-ordination with the buyers and factories on the garment costing, styling details, approvals for delivery dates & lead times.
* Endorsing final approval prior to purchase of fabric, trims & work order to production
Planning & Execution of sampling programs (fit approval, pre-production, post production, shipment samples, etc., for various customers).
* Working with embroidery designs and printing programs.
* Regular visits to different production centers to clear any approval, Technical problems in fabrics, garment stitching details and production planning.
* Updating each style & fabric status to buyer to keep in loop the order placed with vendor.
* Active participation in all buyers & fairs meeting during costing along with vendor.

**ACCOMPLISHMENTS**

* Were promoted after only 3 months to handle account independently.
* Built a new team/division for managing the workflow of the company.
* Met deadlines consistently.

**academic credentials**

**Bachelor of Technology, Textile**

Govt. Sri Krishnarajendra Silver Jubilee Technological Institute, VTU, Bangalore.