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Bareilly UP India

Detail your experience in customer service, particularly in banking or financial settings. Emphasize handling customer inquiries, resolving issues, and providing accurate information about products and services

**Anwar Ali Qureshi**

**State Bank Of India CSP**

* **Sales Analysis and Reporting:** Develop and maintain reports on sales, inventory turnover, gross margin, return on investment, and sell-through rates. To accomplish sales and profitability, review scheduled deliveries in accordance with sales targets and the percentage mix by category, price level, and stock levels.
* **Product Hierarchy& Attribution:** Create Tech spec file of the product to update them in PLM and upload the quantity for each product. Ensure the quantity is correctly uploaded to avoid error in item plan.
* **Good & bad seller Analysis:** Continuously assess product performance by identifying fast and slow sellers, incorporating detailed color and shape analysis. Use these insights to recommend and implement targeted strategies to enhance the sales of underperforming products.
* **Range Plan:** Developed a customer-focused and market-driven product plan for the forthcoming season based on market trend considering sales analysis, colors analysis, size analysis and customer-oriented product.
* **Inventory Management:** Monitor and analyze inventory levels, sales trends, and market data to ensure optimal inventory and service levels. Ensure timely and accurate replenishment of stock. Monitor upcoming shipments.
* **Core Product Order Management:** Maintained core product inventory and ordered core products monthly, following recommendations from the analytics team.
* **Suppliers follow up:** Communicate with the suppliers to ensure merchandise is shipped within the confirmed delivery date and follow up for the upcoming shipments.
* **Order Closure:**Create class wise Purchase orders and share with the supplier. Managed order closure in RMS, including the product pricing and maintained product hierarchy, ensured the product data is accurate.
* **Purchasing Strategy:** Developed purchasing strategies that included determining appropriate order quantities for products, considering Lead Time, Pyramid, Seasonality, and Customer Demand Patterns.
* **Cost negotiation Strategies:** Collaborated with senior buyers to develop negotiation buying price and selling price strategies that improved vendor relationships and helps in business growth.

**Work Experience**

**Personal Details**

**Skills**

Bachelor of Arts

M.J.P. Rohillkhand University Bareilly

2023

**Intermediate**

UP Board in 2019

* Microsoft Excel
* Microsoft Word
* Microsoft PowerPoint
* computer operator
* List essential skills like strong communication, problem-solving, attention to detail, and proficiency in financial software and banking systems.
* Course on computer concept (CCC) Government of India
* 6 month certificate in computer

**Certificates**

**Education**