

# MAYURI KHEDEKAR

Results-driven professional targeting roles in **Procurement Management | Category Management | Vendor Negotiations** to leverage expertise in driving product assortment, pricing strategies, and inventory management to contribute to the growth and profitability of a dynamic organization.



## PROFILE SUMMARY

- Experienced professional with **over 12 years** of expertise in **Category Management, Vendor Relations, and Supply Chain Management**.
- Proven track record of **managing product assortment, pricing strategies, inventory optimization**, and promotions to enhance category performance and profitability.
- Skilled in **developing and executing strategic plans** to drive sales and business growth, collaborating cross-functionally with marketing, sales, and product development teams.
- Capabilities in building and maintaining **long-term relationships with vendors and suppliers**, negotiating favorable terms, and ensuring optimal product offerings.
- Expertise in **procurement strategies, demand forecasting, and stock replenishment**, ensuring consistent availability and on-time deliveries.
- Highly proficient in **data analysis, market research**, and **sales performance evaluation**, driving actionable insights for business improvements.
- Strong background in **inventory management, product expiry management**, and logistics coordination, ensuring smooth operational processes.
- Capabilities at **sourcing new products and suppliers**, managing seasonal requirements, and delivering on revenue targets across various retail sectors.



## WORK EXPERIENCE

**Oct'23 - Feb'25: Senior Category Manager | Cococart Venture Pvt. Ltd.**

### Key Result Areas:

- Spearheading product assortment, pricing strategies, promotions, and inventory management to drive category performance and growth.
- Building and nurturing strong relationships with key vendors and suppliers, ensuring continuous improvements in product offerings and favorable business terms.
- Developing & implementing strategic plans for assigned product categories to boost sales & profitability.
- Collaborating effectively with cross-functional teams, including marketing, sales, and product development, to identify and launch new products, services, and marketing campaigns.

**Jul'22 - Oct'23: Assistant Vendor Manager | Trent Hypermarket Pvt. Ltd.**

### Key Result Areas:

- Ensured consistent stock availability across distribution centers, stores, and hubs, thus optimizing inventory levels and minimizing stock-outs.
- Developed and executed strategic procurement plans for various categories and focused on regular trading days, promotions, and special events.
- Maintained effective communication with vendors and distribution centers to guarantee timely stock deliveries and resolved issues related to supply chain disruptions.
- Conducted periodic reviews of vendor performance, focused on delivery schedules, fill rates, and material availability to maintain an efficient supply chain.
- Coordinated closely with Store Managers and Headquarters Teams to gather and implement feedback, while ensuring the timely and accurate execution of tasks.
- Led collaboration with multiple teams to ensure smooth project execution and operations.

**Feb'22 - Jul'22: Senior Buyer | Brainbees Solution Pvt. Ltd.**

### Key Result Areas:

- Analyzed category performance regularly, reviewed sales trends, slow and fast-moving products, and competitor offerings to ensure optimal product mix.
- On-boarded new brands to meet business needs and drove category expansion.
- Managed vendor relationships, negotiated pricing, and ensured category growth while achieving revenue targets.
- Forecasted seasonal demand while ensuring adequate stock levels and smooth product flow.
- Engaged in product range planning, pricing decisions, and budget allocation to maximize category profitability.

**Mar'16 Nov'21: Assistant Manager | Flemingo Dutyfree Shop Pvt. Ltd.**

### Key Result Areas:

- Managed categories including confectionery, food, and destination products, planned and ordered stock for all store locations.
- Maintained strong relationships with suppliers, sourced new suppliers, and participated in promotional campaigns to drive category sales.
- Regularly reviewed stock and sales reports to optimize inventory levels and addressed slow-moving products.



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## CORE COMPETENCIES

Category Management

Product Assortment & Pricing

Procurement Strategies

Stock Planning & Ordering

Inventory Management

Product Expiry Management

Logistics & Distribution Coordination

Operational Efficiency

Market Analysis & Competitor Analysis

Product Sourcing

Demand Forecasting & Replenishment



## EDUCATION

- 2013: MMS 2013 (Operations – Supply Chain Management)** from Vidyalankar Institute of Technology (Mumbai), Mumbai University
- 2010: Bachelor of Engineering (Computer)** from Vidyavardhini's College of Engineering and Technology (Mumbai), Mumbai University



## SOFT SKILLS

- Effective Communication
- Analytical Thinking
- Fast Learner
- Multitasking
- Time Management



## PERSONAL DETAILS

- Date of Birth:** 2<sup>nd</sup> September 1987
- Languages Known:** Marathi, English, Hindi
- Address:** Navi Mumbai, Maharashtra

- Coordinated with the Supply Chain Management (SCM) Team to ensure timely dispatch of inventory to locations; in cases of delays, collaborated with senior management to resolve issues.
- Directed master data, purchase orders, and vendor details while ensuring accurate and up-to-date information.
- Led inventory and product expiry management to maintain product quality and availability.

#### **Dec'14 – Mar'16: Inventory Auditor | Gangar Opticians Pvt. Ltd.**

##### **Key Result Areas:**

- Conducted daily and monthly audits of inventory while ensuring stock accuracy and integrity.
- Compiled and finalized audit reports and presented findings to senior management for review.
- Ensured adherence to Standard Operating Procedures (SOPs) and implemented controls to prevent fraud and risks.
- Prepared and shared monthly MIS reports with senior management, thus keeping stakeholders informed of audit progress.
- Ensured audits were completed within the designated timeline and reports were prepared and distributed promptly.

#### **Mar'13 – Nov'14: Senior Associate - Supply Chain Management | Reliance Retail Ltd.**

##### **Key Result Areas:**

- Placed purchase orders and collaborated with store buyers to optimize stock availability.
- Maintained and updated vendor schedules and ensured smooth procurement processes.
- Monitored stock levels and worked with internal teams and suppliers to address any supply chain issues or claims.
- Updated and maintained Vendor Master Records while ensuring accurate vendor information.
- Coordinated with suppliers to ensure timely and efficient delivery, thus supporting business continuity.

#### **Aug'10 – Aug'11: Team Member | Globeop Financial Ltd.**

##### **Key Result Areas:**

- Managed daily file operations and ensured the timely processing and distribution of documents.
- Coordinated with team members to resolve daily requests and ensured smooth workflow.
- Executed file downloads and uploads and supported internal processes.