

Vendor Manager

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Company: Dawntech Electronics Pvt Ltd

Location: bangalore

Category: other-general

Vendor Manager

Location: Bangalore

Type: Individual Contributor Role

Job Purpose

As a Vendor Manager, you will lead in building relationships with vendors, adding selection, overseeing vendor negotiations, planning marketing promotions and driving increased product availability through operational improvements. The Individual will manage both a high growth category as well as cross functional initiatives. The Individual should have experience in analyzing new business opportunities, building strong relationships, driving significant top and bottom line results, and be comfortable working in a fast-paced environment. The Individual must also possess strong analytical acumen and be comfortable drawing metric-based conclusions by managing an extensive amount of data. The successful candidate has superb business judgment with a track record of successful negotiations

Roles and Responsibilities

VMs are responsible for managing inputs, category financials, promotion management, auditing and analysis, vendor escalations and concise communications

Analyzes sub category metrics to make decisions regarding pricing, selection, and convenience and drives for improvements

Owns the Retail P&L for sub-categories; develops plans that drive revenue and margin

improvement

VMs are responsible for growing selection, improving terms and cost structures, building long-term relationships with vendors for the sub categories assigned

Expands current vendor selection and secures new brand selection for assigned sub-categories

Takes calculated risks when driving negotiations; continually raises the bar on vendor inputs, performance, and outputs

VMs are expected to demonstrate customer and category knowledge, be an advocate for a quality customer experience, and understand the competition and industry

VMs are expected to provide inputs into plans for subcategory regarding long term growth opportunities

VMs are expected to demonstrate a deep understanding of Retail tools and become advocates for tool enhancements

VMs are responsible for knowledge management, development of self and others, and recruiting

Job Specifications

Education

Post Graduate- MBA from Tier 1 Institute.

Experience

Relevant:

years of experience doing one of several roles: quantitative/financial analysis, retail buying, retail planning & allocation, product/project management, pricing, marketing or e-commerce.

in Excel, Proven analytical skills and highly numerate.

Negotiation Skills.

abilities and vendor management experience.

to think and react in a high-energy, fast-paced environment.

to operate simultaneously and effectively in both tactical and strategic modes.

willingness to roll up sleeves to get things done.

in a start-up or early stage environment where you will be defining best practice for your function

to work in Ambiguity.

position requires an individual who can work autonomously in a demanding and often ambiguous environment, with strong attention to detail and effective prioritization.

to have:

Experience with process improvement and automation (ex: LEAN Six Sigma, Process Management)

with SQL

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