

Brian Kipkorir

Supply Chain Associate

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Skills

- ✧ Inventory Restocking
- ✧ Attention to Detail
- ✧ Database Management
- ✧ Teamwork and Collaboration
- ✧ Vendor Management
- ✧ Logistics Coordination
- ✧ Cost Reduction Strategies
- ✧ Forecasting
- ✧ Data Analysis
- ✧ Compliance and Risk Management
- ✧ Point-of-sale Systems
- ✧ ERP and Supply Chain Software
- ✧ Sales & Negotiation
- ✧ Merchandising & Product Placement
- ✧ Market Analysis & Competitive Research
- ✧ Inventory & Distribution Management

Professional Summary

Dependable Supply Chain Associate with a strong background in retail partner acquisition, merchandising, and inventory management. Skilled in optimizing product tracking from vendor shipments to consumer delivery while ensuring efficient stock levels and seamless distribution. Proven ability to negotiate sales agreements, analyze market trends, and implement in-store promotions to drive sales performance. Experienced in interpreting sales data to identify growth opportunities and enhance supply chain efficiency. Proficient in utilizing ERP systems, sales analytic tools, and merchandising software to improve operational effectiveness.

Work History

December 2024- December 2025| Trade Developer| Hotpoint Appliances Limited

- ✧ Identified, recruited, and onboarded new retail partners by negotiating sales agreements and fostering strong relationships with key decision-makers. Provided ongoing support to retail partners, addressing concerns and optimizing collaboration to enhance sales performance.
- ✧ Developed and executed merchandising strategies to maximize product visibility. Managed product placement, shelf space allocation, and in-store displays while conducting training sessions for retail staff to improve product knowledge and customer engagement.
- ✧ Implemented sales promotion plans, including discounts, incentives, and special offers, to drive sales growth. Analyzed market trends and competitor activity to identify new business opportunities while collaborating with marketing teams to execute in-store campaigns.
- ✧ Monitored sales performance and managed distribution networks by tracking sales data, generating reports, and identifying areas for improvement. Coordinated with warehouse and logistics teams to ensure efficient stock management and prevent supply chain disruptions.

January 2022-May 2024 |Data Entry Clerk| Naivas Kenya Limited

- ✧ Checked incoming orders and organized new stock. This involved verifying the accuracy and completeness of orders received from suppliers and ensuring the efficient storage and display of new products in the retail store.
- ✧ Helped team members work optimally by frequently stocking work supplies and tools. This entailed maintaining adequate levels of essential supplies and tools needed by colleagues to perform their duties effectively, contributing to overall team productivity.
- ✧ Optimized shop communication by acting as a liaison between departments. This role involved facilitating smooth communication and information sharing across different departments within the retail store, such as sales, inventory management, and customer service, to enhance coordination and efficiency.
- ✧ Assisted in inventory management by analyzing stock levels and identifying fast-moving items. This included monitoring inventory turnover rates and collaborating with management to ensure optimal stock levels are maintained, thereby minimizing stockouts and overstock situations.

May-July 2021|Intern-Supply Chain Department| Geothermal Development Company (GDC)

- ✧ Analyzed statistical data and reports to identify trends in performance. This involved examining various metrics to assess operational efficiency and effectiveness, contributing to informed decision-making within the supply chain department.
- ✧ Effectively managed and analyzed inventory levels to maximize order fill rates and inventory turns. This task required me to monitor stock levels closely, ensuring that the company maintained optimal inventory to meet demand without overstocking.
- ✧ Supported senior leaders by delivering comprehensive reports outlining performance metrics. These reports were instrumental in driving process improvements, as they provided insights that helped the company enhance its operational strategies and efficiency.

August 2019 |Census Enumerator| Kenya National Bureau of Statistics (KNBS)

- ✧ Interviewed residents in assigned areas to explain the purpose of the census. This involved engaging with community members, asking relevant questions, and ensuring accurate and comprehensive responses were recorded, which is crucial for the integrity of census data.
- ✧ Maintained and submitted detailed records of hours worked, miles driven, and expenses incurred. This task was essential for facilitating accurate reporting measures and ensuring that all logistical aspects of the enumeration process were documented properly.
- ✧ Leveraged my language skills and cultural familiarity to effectively engage with neighborhood residents. This helped in building trust and rapport, which was vital for accessing diverse communities and ensuring that the census was conducted smoothly and inclusively.

Education

Bachelor in Procurement and Contract Management
Jomo Kenyatta University of Agriculture and Technology
May 2018 - December 2021