

Mariyam Bostanova

Supply Chain & Procurement Manager

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PROFESSIONAL SUMMARY

Results-driven Supply Chain Professional with over 7 years of experience across international procurement, global sourcing (China), and multi-tier inventory optimization. Proven track record of slashing stock turnover from 33 to 8 months, cutting deadstock by 40%, and consistently exceeding assigned sales plans up to 180%. Expert in data-driven demand planning utilizing Advanced Excel and Power BI for SKU analysis and cross-functional leadership to ensure seamless logistics continuity.

WORK EXPERIENCE

Maytoni Kaz LLC | Chicago, IL (Remote)

Supply Chain & Procurement Manager

Feb 2024 - Present

- Reduced stock turnover from 33 to 8 months and cut deadstock by 40% via targeted promo campaigns with Sales and Marketing.
- Managed international procurement, supplier negotiations, and direct order placement with manufacturers in China.
- Utilized ERP systems for sell-in/ sell-out and SKU analysis to optimize assortment matrices.
- Analyzed competitive pricing benchmarks and built financial models for promotional campaigns.
- Supervised the full order cycle, including production monitoring, factory coordination, finished goods shipments, and expediting production schedules based on urgency and changing demand.

Arena S LLC (Sulpak) | Almaty, Kazakhstan

Category & Procurement Manager

Jan 2020 - Oct 2023

- Consistently exceeded assigned sales targets by up to 180% of the plan while maintaining product category margins at 120%.
- Launched and managed full-lifecycle OEM/ private-label production in China, selecting and manufacturing specific models aligned with local market demand.
- Negotiated with Chinese manufacturers to secure best-in-market factory pricing across Central Asia and expand a reliable network of long-term suppliers.
- Drove marketplace integration and optimized fulfillment strategies, successfully enabling next day delivery options.
- Partnered cross-functionally with Marketing, Product, and Logistics teams to streamline pricing, manage inventory availability and align procurement with sales demands.
- Supervised supplier compliance, contract execution, payment tracking, and financial settlements to guarantee on-time receipt of goods.

Eurasian Machinery LLC | Almaty, Kazakhstan

Supply Chain Specialist

Oct 2017 - Jan 2020

- Managed procurement and end-to-end logistics with Hitachi and Shell under an exclusive distributorship model.
- Analyzed inventory levels and aligned order placement with upcoming client equipment maintenance schedules to ensure 100% parts availability.
- Minimized customer machinery downtime by maintaining optimal safety stock levels of critical spare parts and lubricants.
- Coordinated high- priority urgent orders and cross-functionally synced Sales, Procurement, and Service teams to maximize order accuracy.

Nazik LLC | Almaty, Kazakhstan

Warehouse Operations Coordinator

Jul 2016 - Aug 2017

- Managed inbound logistics, ensuring accurate documentation, quality inspection, and timely system logging of incoming inventory.
- Coordinated outbound shipments, deliveries, and returns in strict compliance with major retail chains' requirements.
- Conducted regular inventory audits and cycle counts, maintaining perfect alignment between physical stock and digital ERP records.
- Monitored stock placement across multiple warehouse areas to prevent inventory aging and optimize storage capacity.

SKILLS

- Advanced Excel & Power BI (Data Analysis & Market Research)
- Supply Chain Management
- Pricing & Assortment Strategy
- Demand Forecasting & Inventory Optimization

- Supplier Negotiation & Relationship Management

EDUCATION

North Caucasus State Academy | Cherkessk, Russia

Bachelor of Engineering (B.Eng.) in Mechanical Engineering

Graduation: June 2025

Languages

- English: Intermediate (B1)
- Karachay-Balkar: Native
- Russian: Native