**131056@gulfjobseekers.com**

**Highly committed and competent Senior level professional having extensive years of experience at Qatar, Africa, in Inventory, procurement, Sales, Service, Logistics, Warehousing,Trading & Negotiation seeking challenging assignment with the company of good repute in Logistics industry. Ability to handle independently or in team.**

**PROFILE SUMMARY**

* A dedicated &professional **Parts Manager** with the experience of **27 years** in Automobiles, Logistics, Construction, Heavy Equipments and Trading.
* Well-versed in overall branch and sales operation control and supervision, supporting day to day sales activities and, guiding parts sales staff to achieve After sales “ parts “ dept set objectives
* Efficiently skilled in achieving annual parts sales and profitability objectives and increasing other franchises market share
* Sound interpersonal skills in coordinating overall parts branch sales operation on daily basis to ensure operation excellence in line with principle franchise fundamentals and company policies and guidelines
* Keen eyed in identifying new market opportunities for parts business expansions and developing parts sales business
* Proficient in reviewing all branch sales performance on monthly basis, conducting one to one meeting and taking corrective action for performance improvement
* Proactive in conducting regular market visits covering all to improve field sales coverage and market intelligence
* Demonstrated ability in initiating and recommending strategies for product promotions and for enhancing sales and market share covering all sales channels
* Customer-centric in attending to customer needs complaints, resolve related issues for continues improvement of services and customer satisfaction.
* Well equipped in managing updating and monitoring customer profile and data base, perform integrated sales analysis periodically
* Attentive in carrying out regular branch visits to ensure smooth business operations, branch management, staff needs, safety and security procedures are met
* Adept in Quality management in following and comply with standards to ensure operation excellence
* Achievement oriented professional with excellent people management skills and an ability to manage change with ease

**SKILLS SETS**

**Automotive Operations Inventory Management Procurement**

**Vendor Development Logistics Trading**

**Client Relationship Management Distribution Management Maintenance**

**CORE COMPETENCIES**

* Coordinating with Service Technicians and ensuring their Parts and Accessories needs are being met
* Receiving service technicians’ orders for parts and fill them as fast as possible
* Supporting service technicians in determining parts & accessories requirements for individual jobs
* Recommending related Parts and Accessories, which may be required for a job
* Supplying cost of parts information on repair orders
* Updating inventory control system and parts catalogue
* Notifying service personnel when special parts or back-ordered parts are received
* Maintaining cleanliness of Parts and Accessories Department and keep inventory neatly stacked and orderly
* Through Customer Service providingexcellent customer service to all of the dealership’s customer
* AssistingSeniors with attaining retail sales and profitability plans in Parts and Accessories
* Developing and implementing knowledge of all Parts and Accessories merchandise, parts history, and motorcycle service
* Managing sales, specials, new merchandise and offer additional product that may compliment the customer purchase
* Assisting customers with determination of Parts and Accessories requirements and research merchandise in catalogues
* Identifying training & developing requirements for members of the Parts & Testing team
* Involved in training and development programmes as required by the Company

 **WORK EXPERIENCE**

**Audi, Thane, Mumbai as Parts Manager**

**Nov’15- Till Date**

**Key Responsibilities**

* Managing the overall Spare Parts Department including Parts procurement, Distribution and Stock management for the Audi Division
* Maintaining the inventory and the inventory recording system, its accuracy, completeness and timeliness, parts procurement for operational activities
* Formulating pricing policies, re-order levels for spare parts sales, adding value to every procurement and sales transaction including supplier negotiations
* Identifying the most cost effective purchase transaction in terms of logistics and co-ordinating the establishment of warehousing, customer relations, staffing, and overall coordination of the Parts Department

**M/s. Q- AUTO L.L.C, Doha, Qatar as Parts supervisor**

**Jul’12-Aug’15**

**Key Responsibilities**

* Managed the entire inventory and recording system, its accuracy, parts procurement for operational activities, Material Inspection, material off-take planning and distribution
* Obtained the appropriate procurement of all spare parts for service and maintenance
* Developed and implemented procurement Strategies / contingency plans meeting with organizational objectives
* Responsible for sourcing and rate negotiation of Spare Parts locally and worldwide with proper incomer's, delivery time and quality
* Handled logistics& transport budgets, monitored expenditure and implemented remedial measures where appropriate
* Coordinated and negotiated with free zones and local authority
* Arranged for training the staff in the operation of Logistics, Procurement, warehousing, material handling systems
* Determined pricing policies, re-order levels for spare parts sales, added value to every procurement and sales transaction including supplier negotiations
* Located the most cost effective purchase transaction in terms of logistics and co-ordinated the establishment of LCs for suppliers, warehousing and de-bonding of the arrived consignments, customer relations, staffing, and overall coordination of the Parts Department

**M/s.Behzad Trading Enterprises, Doha, Qatar as Warehouse & Inventory Head**

**Sept’10-Jul’12**

**Key Responsibilities**

* Accountable for material planning and Logistics Material Management which include Planning, Procurement & Control
* Monitored all Purchases, Vendor Development and subcontract, Co-ordination between Stores & Suppliers and A/ c Department
* Analyzed & Controlled on imports such as sourcing, negotiation, placing orders, appointing freight forwarders, liaison with all allied agencies & Documentation
* Administered Over The Counter Availability of Parts (OTC),Cycle Times for Order execution, Stock Order Ratio, Inventory turnover ratio, Cost of Freight, Stock integrity of Central Warehouse and Branches
* Maintained Operating and reporting Standards, Upkeep and Safety of warehouse facilities, Recruitment, training, motivation and team building of necessary manpower
* Handled trading activities as well including tendering, effective control on accounts, retail sales & marketing

**PREVIOUS EXPERIENCE**

**M/s. Stallion Motors Limited, Lagos, Nigeria as Manager-Spare Jul’06 - Aug’10**

**M/s. Quality Motors Limited, Tanzania, as Parts and TIV Manager Aug’03 - Sept’05**

**M/s. Lanson Motors Private Limited, Chennai as Parts and Accessories-in-Charge Jan’01 - Jul’03**

**M/s. Manipal Motors Pvt. Ltd. Chennai as Service In charge – Body Shop Jun’96 - Dec’00**

**M/s. Bharati Roadways, Kancheepuram as Supervisor Feb’88 - Jun’96**

**IT SKILLS**

* Toyota Dealer Management Systems (TDMS) Oracle based
* Dealer Management Systems (DMS) for Isuzu
* Dealer Management Systems (DMS) for Honda
* Portal ERP Package for Audi, Skoda & Volkswagen
* Idea ERP Package for Volvo ACT,Tally
* Worked on SAP for Volkswagen, Audi dealership
* INCADEA Standard DMS for Audi and Volkswagen dealership

**PROFESSIONAL TRAININGS & CERTIFICATIONS**

* Successfully completed training on:
* Maintenance & Supervisory Training in Light & Heavy Commercial Vehicles – TELCO , Pune
* DAEWOO AVIA 421 Light Commercial Vehicle at M/s. Daewoo Motors India Limited, New Delhi
* Parts management systems [static (value based) & dynamic (movement based) inventory control, retail management systems] &usage of electronic parts catalogues for ISUZU & HONDA Products
* Logistics management, marketing management, communication and advertising, Portal training and EKTA training in the prestigious Skoda Auto Factory premises in the Czech Republic
* Underwent an Advanced Training on TOYOTA genuine parts distribution, Distribution Network management and Parts Manager training Level 2 in Audi and Volkswagen
* Attended Global Sales Manager’s meeting of Volkswagen in Frankfurt and attended Accessories Workshop

**EDUCATION**

B. Tech in Automobiles from Karnataka University Pursuing

Diploma in Automobile Engineering from Hindustan Institute of Engineering Technology, Chennai, India **1987**

**PERSONAL DETAILS**

Date of Birth : 19th May, 1967

Nationality : Indian

Martial status : Married with a kid.

Language known : Tamil, English, Hindi, Telugu

Hobbies : Touring and Driving.

Qatar Driving License : Available ( Valid till 05 July 2020 )