

Curriculum Vitae

Personal data

Name:
Mohammad Jamil Umar
Date of Birth:
23rd June 1976
Place of Birth:
Kano
State of Origin:
Kano
Marital Status:
Married
Residential Address:
No 18 Badawa qtrs, Nasarawa, Kano state
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Education

Secondary School Certificate, Federal Government College, Kano
1995
Diploma in Fishery Technology, Federal College of Agricultural Produce Technology, Kano
2013

Experience

DHL Supply Chain (DSC) - Customer Service Rep - North 2007 - 20016

- Ensure northern customers downloaded orders (DBR) are invoiced, loaded and truck dispatched on time

- Ensure adherence to on-time delivery (7 days) of stock to customers in the north
 - Start tracking trucks on first day of dispatch till delivery
 - Report truck with mechanical issue to Key Distributor to prepare their minds that truck may come late
 - Ensure mechanical issues regarding trucks are resolved with transporters within 24hours
 - If repairs are taking too long, request for a trans-hook so as to reduce late deliveries
 - Ensure stock damaged are rejected by customers and transporter debited in case of transit damage
 - Ensure stock rejected by customer is credited back to customer account to make for weekly purchase
 - Ensure driver's Proof of Delivery (POD) is properly signed and returned to driver for freight payment
 - Stock returns are monitored till returned back to warehouse and properly documented
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MAZAF MINI DEPOT – Marketing Manager / Sales Co-coordinator 2016 – till date

- Target and ensure achievement by each sales reps on a daily basis
- Monitoring sales reps strict root by root compliance (root to market)
- Ensure availability and visibility of stock at point of purchase (POP)
- Ensure strict compliance to company agreed stock prices
- Ensure stock collected minus stock sold equals' cash payment
- Pay unscheduled visit to customers for strict compliance
- Monthly sales review to check performance versus target achievement of sales reps
- Review Daily market activities
- Daily review of competition activities
- Sales reps to get incentives to boost moral as at when due
- Ensure customer is replenished when stock level is down

Capabilities

- Self motivated
- Ability to adapt to change and engage innovatively in problem solving
- Ability to take initiative and work with minimal supervision.
- Ability to learn quickly
- Willing to accept additional roles and task
- Maintain positive attitude to work
- Achievement of required productivity level

Interests

- Listening to music
- Football
- Developing Computer Applications