



## **SANOOP CHANDRAN ARAMPURATH**

**Mob: +917591938258**

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**More than 12 years of experience in automobile/Construction Equipment's spare parts industry as Manager of Parts / Supply Chain/ Procurement/Marketing/Inventory etc.**

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### **Work Experiences:**

**1. *Regional Marketing Manager* of Hyundai Mobis at KVR Prestige cars Pvt. Ltd., Kochi, India since 01.02.2022 to 25.03.2022**

- + Managing organizational sales by developing a business plan that covers sales, revenue, and expense controls.
- + Meeting planned sales goals.
- + Setting individual sales targets with the sales team.
- + Tracking sales goals and reporting results as necessary.
- + Overseeing the activities and performance of the sales team.
- + Coordinating with marketing on lead generation.
- + Developing your sales team through motivation, counselling, and product knowledge education.
- + Promoting the organization and products.
- + Understand our ideal customers and how they relate to our products.

**2. *Spare parts Manager* of Mahindra Commercial Vehicles at M/s. Kalp Jain Motor World LLP, Bengaluru, India since 10.10.2019 to 05.07.2021**

### ***Duties & Responsibilities:***

- + Increase the sales through maximizing the counter sales and retail
- + Ensure the serviceable items are readily available when requirements come

from workshop.

- ✚ Ensure the inventory to be in optimum level
- ✚ Motivate staffs to work energetic and loyal for achieving the common goal.
- ✚ Achieve monthly target.
- ✚ Ensure maximum customer satisfaction

3. **Spare parts supervisor** of Porsche Cars at M/s. Ali and Sons Holding L.L.C, Abu Dhabi, UAE, since June 2018 to June 2019

***Duties & Responsibility:***

- ✚ Supervision of Export, Retails and workshop sales
- ✚ Order planning and stock replenishment.
- ✚ Inventory management and logistic operations
- ✚ Regular and periodical sales,DPR , KPI analysis.
- ✚ Shipment documentation and warehouse management
- ✚ Customer meet and ensure their maximum satisfaction

4. **Spare Parts Ordering Specialist** of Volvo Construction Equipment in M/s. Alfardan Group of Companies, Qatar since April 2016 to May 2018.

***Duties & responsibilities:***

- ✚ Order Planning based on Consumption, Demand, Trend, Seasons etc
- ✚ Identification of spare parts based on models
- ✚ Negotiations with shipping companies and determine the mode of shipment based on the size, volume, urgency etc.
- ✚ Proactive follow up with suppliers and freight forwarding companies.
- ✚ Order planning for initial stock when a new model of machines launches in the market
- ✚ Parts pricing, ageing, Parts Categorization based on ABC/FMS

- ✚ Stock liquidation before the part's life ends.
- ✚ Determination of economic mode of shipment
- ✚ Maintaining the good relationship towards supplier as well as customers

5. **Spare parts Administrator** (Order planning and Inventory control) of Tata Commercial Vehicles at M/s. Al-Zayani Trading Co., Kuwait since March 2011 to March 2016.

***Duties & responsibilities:***

- ✚ Inventory analysis and maintaining optimum inventory level through advanced replenishment mechanism/Order planning based on consumption of goods
- ✚ Creating purchase, order placement, determination of cost effective shipment mode.
- ✚ Categorization of material based on consumption, cost value usage etc
- ✚ Ensure the availability of material with optimum inventory level.
- ✚ Identification spare parts based on complaints occur and recommend.
- ✚ Proactive follow up, Coordination and negotiation with supplier, freight forwarders, etc.
- ✚ Submitting claim reports to supplier against any kind of defect such as Wrong supply, Damage, short supply etc. with supporting photographs/proofs to attribute compensation.
- ✚ Coordinate with Service operations for customer issues related to spare parts..
- ✚ Prepare the necessary shipping documents for customs clearance.
- ✚ Generating reports such as stock reports, consumption report, aging report, MIS reports, back order report, lose sale report.

***Personal information:***

<b>Name</b>	:	Sanoop Chandran Arampurath
<b>Permanent Address</b>	:	Arampurath (H), Mukkam (PO), Calicut, Kerala,
	:	India-673602

**Gender and Date of birth** : Male, 14-05-1986  
**Nationality** : Indian  
**Present Location** : Calicut, Kerala, India  
**Contact** : Mobile: +917591938258  
**E-mail Address** : [sanoopsanu@me.com](mailto:sanoopsanu@me.com)  
: [sanoopsanu2878@gmail.com](mailto:sanoopsanu2878@gmail.com)  
**Joining period** : after 1 month  
**References** : will be provided upon request

**Educational Qualification:**

- + Passed **Bachelor of Business Administration (BBA)**—with **75%** from **IIKM B-School**, Calicut, Kerala, India.
- + **Plus Two** Passed with **81.2 %** from **RECGVHSS**, Calicut, Kerala, India.
- + **ITI (Mechanic Diesel)** Passed with **55%** from **Govt. ITI -Chakka**, Trivandrum, kerala, India

**Software Proficiency and Hard Skills**

- + Excellent in MS Office
- + Autoline (DMS),SAP, CRM, idea (Volvo DMS), AS400, VDN, Oracle, Java

**Skills:**

- + Leadership &Relationship management
- + Analytical skills& reporting
- + Communication & correspondence

**Language Proficiency:**

- + English : Speaking and writing
- + Hindi : Speaking and writing
- + Malayalam : Speaking and writing
- + Tamil : Speaking and Writing

**DECLARATION**

I hereby declare that the mentioned statement is given by me is true to the best of my knowledge and believe

**29.03.2023**

**Calicut, Kerala, India**

**SanoopArampurath**

