MOHAMMAD ALI
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Professional Summary

Assertive and enthusiastic professional with more than 7 years of experience including extensive knowledge of Inventory,sales & operation planning ,process optimization and an unsurpassed worth ethic.Ensuring profit margin, successfully reducing cost, streamline operation, enhance productivity and possesses excellent customer service.

Highlights

- Staff leadership & development
- Strategic planning
- Business Development
- B2B & B2C Sales
- Performance & Process improvement
- New Market identtification

- Budget Control
- Supply chain and resource management
- Forecast & Demand Planning
- CRM & SRM
- Project Planning & Promotion
- Inventory planning & Control

Professional Experience

In charge- Inventory -Hino Spare parts-Saud Bahwan Automotive (Feb 2019-Present)

Achievements
- Increased annual targeted sales more than 5% in 2019 by controlling cost & Maintaining inventory level for capital and four territory warehouse
- Developed or implemented new procedures & systems
- Improved inventory turn over ratio & maximized profit

Key Responsibilities
- Implemented developed and maintained inventory planning & control policies and procedure
- Developed a monthly demand plan to support sales forecast
- Maintain positive work relationship with customers & principle HME,HMME to ensure smooth business Operation
- Analyzed inventory models & identified areas of saving for the organization
- Performed analysis to all weekly inventory movements to track margin and turnover
- Scheduled truck for efficient pick up & delivery to increase fill rate approximately 95%
- Recorded daily deliveries & shipment to maintain information required for periodic inventory Reconciliation
- Monitored demands and supply flow of over 15k line items to minimize back-orders and maximized fill rates
- Interfaced with cross-functional teams for ascertaining annual strategies, budgeting and planning funds for sourcing and procurement ensuring optimum utilization of material
- Handled Store Activities, key inventory task & monitored for inventory discrepancies ,reviewed existing inventory control practices & revised as necessary
- Processed claims, shortages, damaged goods, back orders, core returns, and overages
- Managed monthly S &OP processes, meetings and action plans, issue resolution and tracking

Territory In-charge,Hino Truck Spare Parts-Saud Bahwan Automotive (Dec 2012-Jan 2019))

Achievements
- ➢ Increased monthly targeted sale to approximately 10% at 2017 & 14% in 2018 through strong customer relationship and parts availability
- ➢ Awarded as best Territory in 2017 and 2018

Key Responsibilities
- ➢ Reviewed profitability of all lines to ensure high margin sales are maximized and low margin sales are reviewed to improved profitability
- ➢ Developed new business oportunity and expedite sales
- ➢ Ensured all outstanding debts are collected in due time and customer queries or concerns are responded and resolved
- ➢ Streamlining and standardizing the systems & procedures for effective inventory control and cycle time reduction to ensure availability of materials and increasing the inventory turnover
- ➢ Monitored demands and supply flow of over 2000 line items to minimize back-orders and maximized fill rates up to 95%
- ➢ Improved SOP for territory inventory planning,bin location,Space optimization,Dispatch and received

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Education

- • Rajshahi University of Engineering & Technology(RUET)- Rajshahi,Bangladesh
- • Bachelor of Science in *Industrial & Production Engineering* (2006-2010)

Reference

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