

**MOHAMMAD ALI**

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**Professional Summary**

Assertive and enthusiastic professional with 8 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 identification
- Budget Control
- Supply chain and resource management
- Forecast & Demand Planning
- CRM & SRM
- Project Planning & Promotion
- Inventory planning & Control

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**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)**

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### **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 opportunity 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

## **Sr. Logistics Officer, Coats Bangladesh Ltd, Dhaka,Bangladesh (2011-2012)**

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### **Key Responsibilities**

- Managed logistics operations, Store & procurement efficiently
- Monitored new warehouse PR & reduce cost
- Reduced cost for locally procure items thru strong negotiation
- Followed the Supply Chain policy according to SC department as per compliance requirement to fulfill the business objectives & organizations goals

### **Education**

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

### **Reference**

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Dr. Md. Mosharraf Hossain  
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