

**MOHAMMAD ALI**

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Current Location : Bangladesh ;

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Dedicated Automotive professional with a specialization in sales , marketing & inventory management. Earned the top territory sales award through strong leadership and is now ready to take a challenging position that can take advantage of my experience. Available immediately.

**SUMMARY**

Enthusiastic Automotive professional with over 8 years experience in management. Proven record of success with selling strategy, customer satisfaction, inventory control, system utilization, departmental communication, employee training program, and motivation. Consistently increased automotive parts sales. Completed bachelor’s degree in Industrial & production engineering.

**CORE COMPETENCIES**

* Improved spare parts sales strategies in the territory & enhanced relations with local workshop & fleet customers
* Directing and overseeing the company sales & inventory function, flourish new customers for spare parts products and services
* Building healthy business relations with corporate clients, secure high customer satisfaction matrices by achieving delivery & service quality norms
* Supervising logistics operations ensuring timely execution while adhering to transit guidelines. Balancing supply and demand factors; reach 95% product availability, asset utilization, and supply chain efficiencies

**PROFESSIONAL EXPERIENCE**

Territory Sales In-Charge (Senior Officer) at Saud Bahwan Automotive LLC (An automotive Group of Companies having Toyota, Kia, Lexus, MAN & HINO dealership), Muscat, Oman.

24 Dec 2012 - 30 April 2020 (7 Years 4 months)

**Responsibilities:**

1. Managing & overseeing the counter & outside sales operation, inventory ,store operation ,bids, contracts ,proposal ,cash ,credit & payment follow-up
2. Establishing Good relations with local workshops major fleets customers & that increased sales 5% against annual target throughout the company
3. Finalized the special quote price with the department for major overhauling works before sending it to customers
4. Handles customer complaints immediately and taking immediate response according to the companies guidelines
5. Resolved issues with customer concern and with an ideology of turning potential complaints into compliments
6. Developing Lead generating techniques that help to get more referral businesses
7. Maintained customer data, sales data & documents to determine sales forecast
8. Worked with the service manager to ensure a timely turnaround of parts required for internal jobs
9. Attended monthly management meetings to review inter-department issues, goals, and financial statements

Achievements

* Developed potential customer & business, thus exceed annual sales targets by 5% & 8% in 2018 & 2019. In return, received top territory award

Logistics Officer at Coats Bangladesh Ltd , Dhaka, Bangladesh

May 2011-March 2012

**Responsibilities:**

1. Procure components, indirect material at the optimum balance of price, quality, and service to satisfy business requirements at timely manner
2. Co-ordinate with sales , Stores & Production team to get a necessary requisition for Stock, Non-Stock & Service items
3. Evaluation of concepts and sourcing strategies for the respective commodity in order to secure target costs

Achievements

* Modified & implemented SOP’s in Sourcing, inventory & store operation

**SEMINARS & TRAINING**

1. 3S Managers meetings conducted by Hino Motors Middle East in Oman.
2. Customer First in-house selling skill workshop conducted by Advance Learning Centre Department in Saud Bahwan Automotive.
3. Safety First, QMS in-house training was arranged by Saud Bahwan Automotive.

**SKILLS**

* Knowledge of Automobile & Brand
* Strategic Prospecting
* Active Listening
* Empathy
* Customer Relationship Building
* Lead generation
* Effective Communication
* Negotiation Skills
* Time Management
* Social selling
* In-depth knowledge of major automobile parts like Hino, MAN, Toyota, Kia, Ford & Lexus
* Microsoft Outlook, Word, Excel, PowerPoint, AS400/Parts System /EPC & Lotus notes

**PERSONAL INFORMATION**

Language : Bengali ,English, Hindi & Arabic

Passport : Available

Driving license : Issued in Oman

Visa Status : require to visit visa or work visa

Joining : Immediately can join after issuing Visa

**EDUCATION**

* Rajshahi University of Engineering & Technology(RUET)- Rajshahi, Bangladesh

**Bachelor of Science in *Industrial & Production Engineering* (2006-2010), Second Class**

* Higher Secondary School Certificate(H.S.C ; 2004), GPA-5.00
* Secondary School Certificate(S.S.C ; 2002) ,GPA-3.75