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NOUSHAD P.T

PERSONAL STATEMENT:

An enthusiastic, ambitious and professional individual who has a proven track record of achieving results in highly competitive environment. A true sales professional who has driven to hunt for new business, and mentally resilient enough to be able to push past rejection to achieve result. Now looking for a suitable position with a suitable company that is renowned for hiring exceptional people and giving them unparalleled opportunities to build their careers and capabilities.

PROFESSIONAL SUMMARY:

- A dynamic professional with over **15 years experience** in the automobile industry which includes overall administration and sales of different branches and companies in UAE, OMAN&KUWAIT.
- Have immense experience in handling sales of spare parts, Service Marketing, Lubricants, both in domestic and export activities. Insurance claims processing and approval as a part of accident claims in body shop and Mechanical.
- Has experience in directly interacting with customer of various nationalities and have good problem solving skills.
- Experienced in managing the sales and administration of a well renowned Automobile company.
- Experienced in Heavy Equipments like, Mitsubishi Caterpillar& Forklift and Commercial Vehicles (Mitsubishi FUSO&Mercedes-Benz), NAVISTAR International, KATO CRANE, KOMATSU, JCB and XCMG.
- Well experienced in Mitsubishi ASA (After Sales Support Application), FUSO ASCENT.
- Assist in conducting annual inventory checks to ensure all parts are prospered and tagged in collocation with finance and service department.

EDUCATION:

I have had my education from a reputable college in South India, with outstanding ratings. Over years in college as well as industry I have had disciplined and planned working. I am a keen learner and user of new technologies and play my part in its optimum implementation in the industry.

- **Diploma in Automobile Engineering (1999-2002)**
- **Advanced Diploma In Maruti & Suzuki Vehicle Servicing.**

PERSONAL QUALITIES:

- Excellent team player with good team handling tactics.
- Good organization, time management and coordination skills.
- Good interpersonal skills and leadership capabilities.
- Cultural knowledge of the Middle East Region.
- Proven leader with strong interpersonal skills, effective communication and motivational abilities.
- Easily acclimate to new surroundings and is receptive to new ideas.
- Hardworking, enthusiastic, energetic with a high level of self-motivation.

SPECIALITIES & ACHIEVEMENT:

- Specialized in Auto Parts Operations in all areas of demand analysis, order planning, inventory management, sales and physical distribution and systems.
- Best individual performance award by Towel Auto Center for the year of 2010&2011
- Best Performance award for Parts sales and Service in 2012 Towel Auto Center, and maintaining year on year growth consistency.
- Best Mazda Parts Sales Performer in 2015 from GALADARI Automobiles in UAE.

WORK EXPERIENCE:

- 1. Sr. Parts Sales &Marketing Officer(Al Mulla Motors-Kuwait, Dealer of Mitsubishi Motors, FUSO, Mercedes Benz, Mitsubishi Caterpillar & Forklift(MCF) and XCMG -since 2019 TO JANUARY 2022.**
- 2. Parts In-charge: Galadari Brothers Group. (Dealer of MAZDA, KOMATSU,JCB in UAE, Since 2014 to 2018.**
- 3. Sr. Parts Sales Executive: Towel Auto Centre LLC (Dealer of Mazda, SEAT, HIGER, GEELY and International Trucks, TOTAL Lubricants in Sultanate of Oman)-From 2008 April TO 2014.**
- 4. Parts Sales Supervisor: Elite Motors (Dealer of Mitsubishi Motors in Abudhabi-U.A.E) from 2006-2008**
- 5. Parts Sales In charge: Maliyakkal Automobiles (Kerala, India-2003-2006)**

Job Profile:

- Coordinate the markets like local garages, sub dealers and local dealers for the promotion and sale of the products.
- Co Ordinate the activities of workshop, Body shop and cash counter.
- Manage KUWAIT market and parts export sales to SAUDI ARABIA and IRAQ.
- Develops and implements sales objectives, strategies, promotional programs and ensures the execution for all target markets.

- Submit daily Parts sales reports to GM parts (EFS, BCS, BES, and VOR) and prepare BOS (business Operating System).
- To maintain the availability of fast moving parts prepare the critical parts request and maintain the minimum stock level.
- Find out the specific parts using parts catalogue both electronic and manual.
- Well Experienced in EPC like ETKA (for SEAT,VW,AUDI),Mercedes-Benz, International Trucks, CAPS for MITSUBISHI,FUSO ASCENT and Mazda & Geely EPC.
- Keen learner of software like KERRIDGE,EDP,ORACLE(MOPAR)&Auto Line.
- Use and prepare credit enhancement for credit and fleet customers.
- Planning of parts order based on consumption and future requirements.
- VOR parts order in co-ordination with workshop and follow up.
- Initial parts ordering for new models.
- Observing and ensure the perpetual and regular inventory activities are carried out at different branches.
- Monitor profitability on orders to reduce transport/dispatch costs.
- Plan and monitor efficient counter sales with marketing schemes periodically.
- Deliver and monitor parts workshop issues in minimal time with countermeasure.
- Receiving and making binning location for the spare parts using KERRIDGE,EDP,ORACLE.
- Supervise parts inventory making necessary adjustments to ensure sufficient on-hand quantities.
- Visiting fleet & trade customers with General Manager to identify opportunities for increasing sales and monitoring competition.
- Handling Domestic & Export queries for Mazda Parts, FUSO Preparing parts quotes using Online parts catalogue.
- Adjusting stock to curtail accumulation of unused or old parts.
- Proficiency in the use of technology tools used to manage and develop new and exciting customers.
- Manage the activities of work group members by providing opportunities for growth and development by fostering an environment of open, honest communications, teamwork, creativity and high involvement, productivity/efficiency.
- Stock Management, Formulate Marketing plans.
- New Business Development.
- Managing Branch Parts Operations with core Focus on providing Quality Customer Care and implementing policies & procedures; developing/streamlining systems and user friendly processes.
- Export KOMATSU & JCB parts to OMAN.
- Visiting heavy equipment parts sub dealers and fleet customers in UAE and OMAN.
- To assist in conducting annual inventory checks to ensure all parts are prospered and tagged in collocation with finance and service department.

- Held weekly department meetings to address departmental issues and review team progress.
- Maintained CSI rating by resolving customer complaints as per dealership policy.
- Automobile Lubricants and Batteries Marketing in UAE,Oman&Kuwait(VEEDOL,TOTAL,GULF OIL).

Areas of Expertise:

- Business development, Marketing campaigns, Supplier negotiation, Direct marketing, Sales Administration, Competitor analysis.

Hobbies:

- Travelling, Cruising, Driving, Reading & Music.

PERSONAL DETAILS:

- ***Nationality: Indian***
- ***Gender: Male***
- ***Date of Birth: 13-03-1982***
- ***Father's Name: Mohammed Ali***
- ***Marital Status: Married***
- ***Religion: Islam***
- ***Passport No: Z6103978 valid up to 02/08/2032.***
- ***Driving License: Valid UAE Driving License.***

Languages Known:

- **English,Arabic,Hindi**

Declaration:

I do hereby declare that all the information given above is true to the best of my knowledge and belief.

(Noushad.P.T)