

AHMED ABDELKADER

Senior Manager

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Summary

Former manager of a company specialized in truck parts sales for 4 years, I have developed many skills. After working as a Manager in Elssamaha Transport Company for 4 years, and as a sales executive for 2 years . I can now say that my Ambitions point in this direction. I have a very good knowledge of Sales, Marketing and Management and know the Challenges Of this profession. Wanting to achieve this conversion in a dynamic structure that has potential, it is to you that I turn today.

Education

Bachelor in Civil Engineering

Higher Institute of applied Sciences and technology of Gabes

from 2008 to 2014

Technical Bacculaureate

Oasis school

in 2007

Work experience

UPL SPARE PARTS COMPANY

Senior Manager

from 2020 to 2024

- Managed the buying and selling of spare parts for trucks, trailers, and engines.
- Oversaw all aspects of the business, including procurement, sales, and customer service.
- Ensured the quality and suitability of spare parts before purchase.
- Developed and maintained relationships with suppliers and clients.
- Handled administrative tasks, financial management, and strategic planning for the company.
- Led a team of employees to achieve company goals and improve operational efficiency.
- Managed inventory and warehouse operations to ensure optimal stock levels and efficient storage solutions.
- Negotiated with existing clients and brought in new clients to increase sales of spare parts.
- Developed and implemented payment plans for clients to ensure timely payments.

Essamaha Transport Company

Manager

from 2016 to 2020

- Managed a fleet of 20 trucks, overseeing maintenance, scheduling, and logistics.
- Coordinated the transportation of various goods, including food products, canned and frozen tuna and grains (wheat), ensuring timely and efficient delivery with safety and quality standards.
- Implemented cost-saving measures and optimized routes, reducing operational expenses.
- Supervised a team of drivers, providing training and support to maintain high standards of service and safety.

- Purchased spare parts for trucks after thorough inspection, ensuring high quality and cost-effectiveness.
- Maintained strong relationships with clients, ensuring satisfaction and repeat business.
- Developed and enforced company policies and procedures to enhance productivity and compliance

.SPE Company

Sales Executive

from 2014 to 2016

- Specialized in selling spare parts for various types of bulldozers, engines, and other heavy machinery.
- Identified and pursued new sales opportunities to expand the client base and increase revenue.
- Developed and maintained strong relationships with clients, providing tailored solutions to meet their needs.
- Managed the entire sales process, from lead generation to closing deals and ensuring customer satisfaction.
- Provided technical support and advice on spare parts and machinery to assist clients in making informed decisions.
- Coordinated with suppliers to ensure timely availability and delivery of spare parts.
- Supervised inventory management and warehouse operations, ensuring accurate stock levels and efficient storage solutions.
- Conducted regular inventory audits and managed stock replenishment to avoid shortages or overstock situations.
- Implemented and maintained inventory control systems to track stock movements and improve operational efficiency.

Languages

English

- Writing and speaking

French

- Writing and speaking

Arabic

- Native language, writing and speaking

German

- Beginner

Personal skills

- **Communication:** Strong ability to articulate ideas and negotiate effectively with clients and suppliers.
- **Customer Service:** Skilled in addressing client needs and providing exceptional service to ensure satisfaction and build long-term relationships.
- **Inventory Management:** Proficient in overseeing inventory levels, conducting audits, and managing stock replenishment to ensure optimal operations.
- **Warehouse Operations:** Experienced in optimizing warehouse processes for efficiency, including layout planning and storage solutions.
- **Sales and Negotiation:** Strong ability to develop client relationships, negotiate terms, and close sales effectively.
- **Logistics Coordination:** Skilled in managing transportation operations, scheduling, and route planning for efficient delivery.
- **Technical Expertise:** In-depth knowledge of spare parts for heavy machinery and vehicles, including procurement and technical support.
- **Leadership:** Proven track record of leading teams, motivating staff, and managing cross-functional operations.
- **Problem-Solving:** Adept at identifying challenges in inventory and logistics and implementing effective solutions.
- **Attention to Detail:** High accuracy in managing inventory records, sales transactions, and operational processes
- **Adaptability:** Flexible and able to adjust strategies and approaches to meet changing business needs and market conditions High proficiency in MS Office applications and their updates