



# MOHAMMED NATHRI

## SENIOR SPARE PARTS SALES ADVISOR & WAREHOUSE MANAGEMENT

Results-oriented sales professional with a track record of exceeding targets and increasing revenue. Capable of developing and cultivating clients relationship, devising efficient sales tactics and closing deals. Strong negotiation and communication skill as well as market knowledge are required to identify opportunities and create customised solutions. Proven ability managing up to 100 orders per day with 97% accuracy and 100% deadline compliance.

## Contact

### Phone

+974 31151105

### Email

Mohamednathri@gmail.com

### Address

Doha, Qatar

### Visa Status

Transferable visa with NOC / Valid Srilanka Driving Licence & Valid Qatar Driving Licence

## Education

### ACADEMIC QUALIFICATION

LOYOLA COLLEGE 2016

### CERTIFICATE LEVEL QUALIFICATION

ZONAL COMPUTER RESOURCE (DIPLOMA)  
2018

### PROFESSIONAL QUALIFICATION

SK INTERNATIONAL HOLDINGS  
2018

ACTIVE TECH NETWORKS (ATN) CAMPUS  
2018

CCENT / CCNA (CISCO)

## Expertise

- Inventory Management
- Customer Relationship
- Sales Strategies
- Vendor Negotiation
- Technical Knowledge
- Market Analysis

## Language

English intermediate

Hindi intermediate

Malayalam intermediate

Tamil fluent

Sinhala fluent

## Experience

### FROM OCTOBER 2023 TO TILL PRESENT

TOP GEAR WORKSHOP(REGENCY FLEETS) / STREET 27 SENIYA

### SENIOR SPARE PARTS ADVISOR & WAREHOUSE MANAGEMENT

#### KEY SKILLS :

Improved Inventory Accuracy:

- Implemented a new inventory management system that increased inventory accuracy by 30% and reduced excess stock by 15%.

Boosted Sales Revenue:

- Developed and executed a targeted sales strategy that resulted in a 25% increase in spare parts sales.

Enhanced Customer Satisfaction:

- Achieved a customer satisfaction score of 95% by providing exceptional service and timely responses to inquiries and issues.

#### EXAMPLE :

- Design and launched successful promotional campaigns that increased customer engagement and boosted parts sales by 20% .
- Skilled in Japan & Germany vehicles spare parts.
- Experienced in fleet maintenance and management.
- Excellent troubleshooting and problem-solving abilities.
- Strong leadership and team management skills.

#### PROFESSIONAL EXPERIENCE :

- Proficient in overseeing procurement processes, including vendor management, negotiation and contract administration, ensuring cost-effective purchasing and timely delivery of good and services.
- Skilled in conducting marketing research, analysing suppliers performance, implementing strategic sourcing strategies to optimize procurement operations
- Address customer inquires, concerns, and complaints in a professional and courteous manner, striving for satisfactory resolutions
- Handle all conversion, interfaces and enhancements, including purchase orders and inventory, Well experienced in SPEED Software, handling and creating PO , GRPO and all stock inventory by coordinating with store assistant
- Extensive experience in automobile sales specializing in KYB, MAP, LUCIDES, CTR, KRC brands and all original automotive brands. Demonstrated ability to effectively communicate product features, benefits and value propositions to customers, resulting in increased sales and customer satisfaction.
- Maintaining a good relationship with insurance companies such ISLAMIC INSURANCE, DOH GENERAL INSURANCE, BEEMA INSURANCE and handling the damaged vehicles and providing required parts on time and passing cheques as per rules.

**FROM DECEMBER 2019 TILL SEPTEMBER 2023**

AUTO Z MAIN BRANCH / AL-WAKRA

## **SPARE PARTS SALES ADVISOR & WAREHOUSE MANAGEMENT**

### **PROFESSIONAL EXPERIENCE :**

- Provide exceptional customer service by assisting clients in identifying, selecting, and purchasing spare parts for their vehicles.
- Utilize product knowledge to recommend appropriate parts based on customer needs and specifications.
- Process orders accurately and efficiently, ensuring timely delivery of spare parts to customer.
- Manage inventory levels to ensure adequate stock availability and minimize shortage.
- Automotive service expertise, including maintenance scheduling, coordinating repairs, ensuring compliance with safety regulations. Skilled in managing service contracts, conducting cost analysis, implementing measures to enhance service quality and customer satisfaction.
- Collaborate with the sales team to achieve sales targets and objectives, stay updated on industry trends, production developments, and pricing changes to better assist customers and enhance sales opportunities.
- Proficient in using sales software (SAP), maintained clean and organized work environment, including managing inventory & restocking shelves as needed.

**FROM 2017 TILL 2019**

EDIRISINGHE AUTO MOTORS (PVT)LTD

## **SALES ASSISTANT**

### **PROFESSIONAL EXPERIENCE :**

- Converting showroom visitors into customers by understanding their needs and interests in matching them to the most appropriate car.
- Understanding the characteristics, capabilities, and features of all the cars and providing the potential customer with detailed information.
- Negotiate car prices & trade in values for customers vehicles, Maintain an owner follow-up system that encouraged and repeat and referral business and contributed to customer satisfaction and loyalty.
- Ensure that each customer received outstanding service by providing a friendly environment, which including greeting and acknowledging every customer, maintaining solid product knowledge and all other aspects of customer services.
- Represented the company at trade exhibition at financial institutions, universities department of labor offices, in order to prospect to add gain in new clients to my port-folio. Visiting customers at their home or place of work for any emergency.

## **Reference**

### **FAYSAL HARB**

TOP GEAR, WORKSHOP MANAGER

**Phone:** 7741 2408

**Email:** faysal@topgear-qatar.com

I hereby certify that the above information given is true and accurate the best of my knowledge.

MOHAMED NATHRI