

MOHIDEEN NAJIBDEEN MOHAMED FARHAN

Sales & Logistic Analyst, Stock Controller

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Visa: Transferable with NOC

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Professional Summary

Experienced Stock and Logistics Executive with 10+ years in inventory management and supply chain coordination. Skilled in optimizing logistics processes, stock control, and leveraging technology for efficiency. Strong decision-making, supplier negotiation, and leadership abilities to drive operational success. Focused on cost reduction, productivity improvement, and maintaining high service standards. Seeking to apply expertise in streamlining stock and logistics operations for greater efficiency.

Career Achievements

- ❑ **Spearheaded the end-to-end operations of the Dpass online portal**, ensuring seamless delivery of IT peripherals and accessories. Consistently drove and sustained quarterly sales exceeding LKR 10 million, optimizing processes for efficiency and growth.
- ❑ **Led the digital transformation of manual stock worth LKR 250 million**, seamlessly integrating it into an inventory system with zero discrepancies. Oversaw stock verification, item coding, categorization, and detailed system documentation, ensuring accuracy and operational efficiency.
- ❑ **Conducted a feasibility study to evaluate in-house delivery efficiency**, leading to the successful implementation of a courier-based scheduled delivery system. This strategic shift optimized transportation logistics, reducing costs by 20% while enhancing reliability and service efficiency.
- ❑ Consistently delivered high-performance results in the online portal, demonstrating exceptional dedication and sales excellence. Earned a fast-tracked promotion to the parent company, recognized for outstanding contributions and commitment to business growth.

Skills and Competencies

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|------------------------------|---------------------------------------|----------------------------|
| ▪ Inventory Management | ▪ Supply Chain Coordination | ▪ Data Analysis & Forecast |
| ▪ Performance tracking | ▪ Strategic Thinking | ▪ Problem Solving |
| ▪ Communication & Leadership | ▪ Process Implementation | ▪ Vendor Management |
| ▪ Relationship management | ▪ Negotiation and presentation skills | |
| ▪ Risk Management | ▪ Business Development & Strategy | |
| ▪ Regulatory & Compliance | | |

Professional Experience

Course Counselor (Online Counselor)

OSHTREE Training & Consultancy LLC

2025 Feb – Present

- Planned and scheduled online courses, workshops, and student counseling sessions.
- Coordinated enrollment logistics, ensuring smooth onboarding and digital record-keeping.
- Developed academic roadmaps and study plans tailored to student goals.
- Monitored student progress using online platforms and provided timely interventions.
- Organized virtual orientations, webinars, and career guidance sessions.
- Streamlined communication between students, faculty, and administration remotely.

Business Development Manager

Al Aqsa Worldwide Solutions (Pvt) Ltd – Colombo, Sri Lanka

2024 Sep – 2025 Aug

- Managed business development operations to expand international market reach.
- Established and maintained partnerships with overseas clients and employers.
- Coordinated recruitment and documentation processes ensuring smooth workflow.
- Identified and pursued new business opportunities in target markets.
- Contributed to company growth through strategic planning and relationship management.

Store Manager

YMC Japan (Pvt) Ltd – Leader in Bike & Three Wheel Accessories

2023 Oct – 2024 Aug

- Oversee daily warehouse operations and manage inventory efficiently.
- Supervise and train warehouse staff to maintain productivity and accuracy.
- Coordinate shipments, ensuring timely deliveries and proper stock handling.
- Improve processes to boost efficiency, reduce costs, and optimize storage.
- Maintain safety standards and ensure compliance with regulations.

Logistic Executive

Specsoft Lanka (Pvt) Ltd. Presence in India, Singapore, Bangladesh, Pakistan

2021 Oct – 2023 Aug

✓ Online Portal Coordinator

- Led training programs for sales teams and partners, ensuring seamless adoption of the online portal.
- Successfully drove online portal sales growth, consistently achieving and surpassing targets.

✓ Logistics Executive

- Coordinated with vendors, freight forwarders, and clearing agencies to streamline supply chain operations.
- Monitored goods movement, ensuring on-time deliveries and efficient logistics execution.
- Analyzed and optimized supply chain processes to improve efficiency and cost-effectiveness.
- Supervised loading and unloading operations, ensuring accurate stock handling and inventory control.

Sales & Online Portal Coordinator

Spectra Innovations Lanka (Pvt) Ltd. Presence in India, Singapore, Bangladesh, Pakistan

2020 Aug – 2021 Oct

- Managed end-to-end order coordination, ensuring seamless processing and timely deliveries.
- Strengthened customer relationships through proactive engagement and service excellence.
- Compiled and analyzed weekly and monthly sales reports to provide insights for strategic decision-making.
- Led partner registrations on the online portal, expanding the network and optimizing engagement.
- Conducted training sessions for sales teams and partners, enhancing platform utilization and efficiency.
- Drove online portal sales growth by achieving and exceeding performance targets.

Sales Coordinator to Store Supervisor

YMC Japan (Pvt) Ltd – Leader in Bike & Three Wheel Accessories

2008 – 2020 June

✓ Sales Coordinator (Dec 2008 – Dec 2012)

- Coordinated with the sales team to process and fulfill orders efficiently.
- Managed order processing to ensure timely deliveries and customer satisfaction.
- Maintained strong relationships with clients, fostering long-term business connections.
- Compiled and presented weekly and monthly sales reports to management for performance insights.

✓ **Showroom Sales Executive (Jan 2013 – Mar 2016)**

- Consistently met and exceeded monthly sales targets through proactive engagement.
- Strengthened customer relationships by delivering exceptional service and product guidance.
- Provided updates on new and upcoming products, enhancing customer experience and retention.

✓ **Store Supervisor (Apr 2016 – June 2020)**

- Led and supervised a team of sales associates, ensuring high performance and efficiency.
- Designed and implemented staff training programs to enhance product knowledge and sales strategies.
- Analyzed sales data to identify trends, improve strategies, and maximize revenue growth.

EDUCATION

- Passed G.C.E Ordinary Level in 2004.
- Passed G.C.E. Advance Level in Commerce Stream in 2008.

CERTIFICATIONS

- Followed Cisco Certified Network Associate – CCNA in 2009.
- Diploma in Computer Hardware – Turnkey IT Center
- Diploma in Computer Networking – Turnkey IT Center
- Following Diploma in Psychology – Heartwork Academy