



ABDUL RAHMAN MOHAMMED SHAN

Dynamic Branch Manager and Operations Leader with a proven track record of steering automotive workshop operations, B2B sales territories and retail store management across India and Saudi Arabia. Strategic professional skilled in managing full P&L operations, optimizing supply chains and accelerating revenue growth through market analysis and cross-functional leadership. Expert in automotive diagnostics, quality control (QA/QC) and inventory management frameworks that eliminate operational bottlenecks and maximize profitability.

KEY SKILLS

- Automotive Diagnostics
- Workshop Operations
- Quality Assurance (QA/QC)
- Spare Parts Management
- B2B Sales & Distribution
- Territory Market Growth
- Contract Negotiation
- Profit & Loss (P&L) Management
- Budgeting & Forecasting
- Cross-Functional Leadership
- Retail Store Operations
- Inventory Control & Auditing
- Vendor & Supply Chain Management
- Route Optimization & Logistics

EXPERIENCES

- ❖ **BRANCH MANAGER (SALES, SERVICE, & SPARE PARTS) | Jun 2025 – May 2026**
TVS BLOSSOM MOTORCYCLES, KERALA, INDIA
 - Directed daily sales, workshop service, and spare parts operations to ensure full compliance with TVS brand standards.
 - Managed branch Profit & Loss (P&L), analysed financial statements, and executed strategic budgets to maximize profitability.
 - Formulated business strategies that consistently met and exceeded quarterly vehicle sales and service volume targets.
 - Managed inventory control frameworks for vehicles and parts to maximize turnover and mitigate stockouts.
 - Analysed sales performance metrics and competitor behaviours to dynamically pivot promotional and pricing strategies.
 - Led and coordinated sales, service, and parts teams to streamline workflows and improve operational efficiency.
- ❖ **SALESMAN CUM DRIVER | Jun 2023 – Jun 2025**
AL RASHED FOOD COMPANY, JEDDAH, SAUDI ARABIA
 - Managed a mobile distribution unit to execute B2B sales and secure timely product delivery to retail clients.
 - Spearheaded territory growth by identifying upsell opportunities, presenting new product lines, and securing supply contracts.
 - Analysed competitor pricing and local market trends to devise tactics that successfully expanded territory market share.
 - Administered client sales contracts, processed accurate purchase orders, and managed daily revenue collection operations.
 - Analysed sales performance metrics to dynamically pivot promotional activities and maximize daily route profitability.
- ❖ **MANAGER CUM SERVICE ADVISOR | Jul 2017 – Jan 2023**
(BODY SHOP & SERVICE CUM JOB CONTROLLER)
VENUS MOTORS (ALL CARS SERVICE CENTRE - MULTI BRANDED)
KERALA, INDIA
 - Drove Directed daily workshop service operations and served as the primary technical point of contact for customer vehicle diagnostics and service intake.
 - Conducted rigorous final vehicle inspections post-repair to guarantee strict adherence to automotive quality and safety standards.

PERSONAL DETAILS

Mobile : +974 74036455

Email Id : arm.shan7@gmail.com

Address : Kerala, India

Nationality : Indian

D.O. B : 03/05/1988

Gender : Male

Marital Status : Married

Passport No : V3063699

Driving License : Valid Saudi Arabian and Indian License

ACADEMIC CREDENTIALS

2011 DIPLOMA IN MECHANICAL ENGINEERING

Central Polytechnic College,
Vattiyoorkavu, Kerala, India
68%

2008 HIGHER SECONDARY

GHSS Navaikulam, Kerala, India
75%

2006 SSLC

GHSS Navaikulam, Kerala, India
83%

CERTIFICATIONS

- AutoCAD Certification: 2D, 3D, and PDM CAD Home, Attingal
- Diploma in Desktop Publishing (DTP): First Class Honors – Microbits Computer Education, Kilimanoor

COMPUTER SKILLS

- AutoCAD 2D & 3D
- Microsoft Office Suite: Word, Excel, PowerPoint, Outlook
- Google Workspace: Docs, Sheets, Slides, Gmail, Drive

LANGUAGES KNOWN

- Arabic
- English
- Malayalam
- Hindi
- Tamil

HOBBIES

- Music
- Movies
- Travelling

- Controlled spare parts stock levels through precise auditing, demand forecasting, and prompt vendor indenting to minimize repair delays.
- Evaluated monthly workshop performance metrics and technician work reports, eliminating production bottlenecks and improving overall workshop efficiency by 20%.

❖ SUPERMARKET MANAGER | Feb 2015 – Jun 2017

KUDOOMUL KHAIR SUPERMARKET, SAUDI ARABIA

- Managed end-to-end supermarket operations, including staff scheduling, customer service resolution, and daily cash reconciliation.
- Oversaw inventory procurement and stock levels to minimize shrinkage, prevent stockouts, and maintain optimal product rotation.
- Directed daily cash room operations, verified safe balances, and audited point-of-sale (POS) financial logs to eliminate discrepancies.

❖ TECHNICAL LAB INSTRUCTOR | Jun 2012 – Feb 2015

MUSLIM ASSOCIATION COLLEGE OF ENGINEERING, KERALA, INDIA

- Facilitated hands-on engineering laboratory sessions and practical demonstrations to reinforce complex theoretical concepts for engineering students.
- Enforced strict adherence to workshop safety protocols while executing routine maintenance and calibration of laboratory machinery and equipment, reducing safety incidents by 30% and minimizing equipment downtime.

❖ SERVICE ADVISOR | Apr 2011 – May 2012

INDUS MOTORS (MARUTI SUZUKI AUTOMOBILE SERVICE CENTRE) KERALA, INDIA

- Welcomed clients, diagnosed mechanical and electrical automotive faults, and generated transparent maintenance cost estimates to secure job card approvals.
- Performed final QA/QC inspections on serviced vehicles before customer handover while managing parts ordering, stock logs, and operational reports.

DECLARATION

Hereby declare that all the details mentioned above are in accordance with the truth and fact as per this knowledge.

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