

ABDELKHALEK ABOUNNOUR

PARTS SALES SUPERVISOR



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About Me

LinkedIn

- . Dynamic and customer-oriented Parts Sales Supervisor with strong technical knowledge in automotive components, inventory control, and after-sales service. Backed by solid academic credentials in industrial mechatronics and mechanical engineering, and a proven ability to streamline warehouse operations, enhance parts availability, and maintain client satisfaction. Skilled in supplier relations, price negotiation, catalog systems (ETKA, PET2, BMW Online, etc.), and cross-functional team leadership. Fluent in Arabic, English, and French, with a hands-on approach to delivering results in a fast-paced, multi-brand environment.

Experience

- . **Parts Sales Supervisor**
 - . **King Long & CMC Dealership – Dubai, UAE**
 - . **Dec 2023 – Present**
 - . Coordinate between front desk and workshop to ensure smooth operational flow.
 - . Prepare accurate quotations, verify parts availability, and manage supplier communications.
 - . Maintain stock organization by categorizing fast- and slow-moving items.
 - . Oversee warehouse operations, inventory control, and warranty parts tracking.
 - . **Achievements:**
 - . Built strong relationships with main suppliers and optimized order processes.
 - . Contributed to improved sales performance and customer satisfaction through proactive service.
- . **Automotive Parts Sales Advisor**
 - . **SKD Assignment – Hammam Sousse, Tunisia**
 - . **Sep 2020 – Dec 2023**
 - . Provide parts consultation and technical support to mechanics and body shop teams.
 - . Identify and source unavailable parts through local and international suppliers.
 - . Perform comprehensive market research for OE and aftermarket parts.
 - . Manage stock control, invoicing, purchasing, and pricing strategies.
 - . **Achievements:**
 - . Streamlined inventory management and reduced sourcing delays.
 - . Enhanced purchasing decisions through effective market and product analysis.
- . **Technician Intern – Leoni Wiring Systems**
 - . **Msaken, Sousse, Tunisia**
 - . **May 2017 – Sep 2020**
 - . Design and prototype a cutting machine to improve production efficiency.
 - . Analyze current production issues and propose cost-effective solutions.
 - . Collaborate with engineering team on mechanical improvements.
 - . Present technical documentation and results to management.
 - . **Achievements:**
 - . Contributed to a prototype that supported cost reduction goals.
 - . Demonstrated strong engineering application in a real-world setting.

Experience

- **Technician Intern – Hyundai**
- **Hammem Sousse, Tunisia**
- **Aug 2016 – May 2017**
- Assist in vehicle maintenance including engine repair and diagnostics.
- Perform oil changes and minor mechanical services.
- Observe and document repair processes under technician guidance.
- Ensure safety and cleanliness of service bay.
- **Achievements:**
- Gained brand-specific experience and enhanced technical accuracy.
- Built confidence in customer-focused service environments.

- **Technician Intern – Volkswagen**
- **M'saken, Sousse, Tunisia**
- **Jul 2015 – Aug 2016**
- Conduct diagnostics, engine overhauls, and scheduled maintenance.
- Perform oil changes and vehicle inspections as per OEM standards.
- Maintain proper documentation of service activities.
- Support senior technicians in workshop tasks.
- **Achievements:**
- Developed foundational hands-on skills in vehicle maintenance.
- Demonstrated commitment to quality service during internship.

Key Projects

- **Parts Inventory Optimization Project – King Long & CMC Dealership, UAE**
- Reorganized warehouse stock layout by identifying fast- and slow-moving items.
- Improved inventory tracking system to reduce search and retrieval time.
- Ensured accurate EPC catalog updates and eliminated duplicate or obsolete stock entries.

- **Market Analysis and Sourcing Initiative – SKD Assignment, Tunisia**
- Conducted detailed market research on parts for European, Asian, and American vehicles.
- Identified reliable OE manufacturers and initiated direct sourcing for unavailable items.
- Built a local supplier network and improved delivery timelines.

- **Warranty Parts Monitoring & Supplier Feedback Loop – King Long & CMC Dealership, UAE**
- Implemented a structured tracking system for warranty claims and part returns.
- Coordinated with suppliers to report catalog mismatches and faulty deliveries.
- Reduced recurring part issues by providing feedback for EPC corrections.

- **Prototype Cutting Machine Development – Leoni Wiring Systems, Tunisia**
- Designed and built a cost-effective cable cutting machine as part of a process improvement internship.
- Enhanced production speed and reduced material waste through automation.
- Prepared full documentation and technical presentation for management evaluation.

Key Skills

- Auto Parts Sales & Service
 - Automotive Market Analysis
 - Warehouse & Inventory Management
 - Client Relationship Management
 - Supplier Negotiation
 - Quotation & Invoice Management
 - Multilingual Communication
 - Electronic Parts Catalogs
 - Team Leadership & Training
 - Quality Control & Stock Auditing
 - ERP & Warranty Systems
 - Technical Diagnosis & Support
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Key Highlights

- Extensive experience with multi-brand automotive parts.
 - Strong knowledge of OEM and aftermarket supply chains.
 - Proven ability to grow B2B and wholesale sales.
 - Skilled in categorizing and optimizing parts inventory.
 - Leadership mindset with hands-on team support.
 - Fluent in Arabic, English, and French for diverse clientele support.
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Career Goals

- Contribute to the growth of a high-performing automotive dealership.
 - Lead warehouse digitization and stock optimization projects.
 - Expand technical and managerial expertise in a multinational setting.
 - Develop strategic supplier partnerships to drive cost efficiency.
 - Progress into a regional parts operations leadership role.
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Education

- **Master's in Mechanical Engineering -2017 – 2019**
 - Higher Institute of Applied Sciences and Technology, Sousse, Tunisia
 - **Applied License in Electromechanical - 2014 – 2017**
 - Higher Institute of Applied Sciences and Technology, Sousse, Tunisia
 - **Baccalaureate Diploma – Good Enough - 2010 – 2014**
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Certifications & Training

- UAE Driving License Holder
 - Technical Catalog Systems: ETKA, PET2, TecDoc AMI, Mercedes/BMW Online
 - Microsoft Office Suite
 - Continuous Improvement & Leadership Skills Training
 - Time Management and Stress Handling
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Languages

- Arabic: Native
- English: Fluent
- French: B2 Level (Upper Intermediate)
- Italian: Conversational
- German: A2 Level (Basic Proficiency)