

Alex Joseph

About me: Automotive & Aviation Professional, Graduated in B tech, Mechanical Engineering



Nationality : India
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CONTACT

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EDUCATIONAL QUALIFICATION

B Tech, Mechanical Engineering from Cochin University of Science and Technology, India
Period – 2008 to 2012, Aggregate – 65 %

EXPERIENCE SUMMARY – 8 YEARS

| ORGANIZATION | POSITION | DURATION |
|------------------------|------------------------------------|-----------------|
| ADA LLC | SALES & PROCUREMENT MANAGER | 11 Months |
| PLB GENERAL TRADING | PROCUREMENT OFFICER-SPARE PARTS | 2 years |
| JUMA AL MAJID GROUP | SALES EXECUTIVE- SPARE PARTS | 1 year 8 months |
| SAUD BAHWAN AUTOMOTIVE | SPARE PARTS OFFICER- EXPORTS SALES | 3 year 8 months |

MAJOR BRANDS



SALES & PROCUREMENT MANAGER - GSE

ADA LLC – DUBAI, UAE / June 2021 – Present

Reporting to – Managing Director

Team members – 3 Sales Engineers, 1 Executive

- Responsible for the sales and administration of all the products in our range, mainly Ground Support equipment's and other aviation related products.
- Motivate a team of a sales executives, engineers and technicians to strengthen and develop the entire team
- Research the market, identify competitors and new trends in the market in order to increase the sales volume.
- Improve service to customer especially after sales and make sure the team is functioning effectively to solve issues.
- Train team members, hire new employees and divide duties and responsibilities among the team
- Determine the pricing, implement promotions, campaigns and marketing through different ways like social media, conduct exhibitions etc

PROCUREMENT OFFICER – SPARE PARTS

PLB GENERAL TRADING – DUBAI, UAE / June 2019 – June 2021

Reporting to – Procurement Manager

Achievements

- Increased profit by more than 15 % for bulk orders
- Implemented new procurement strategies which resulted in the increase of profit margin.

MAJOR BRANDS



Key Responsibilities

- Dealing with Automotive parts, Tires, batteries and Lubricants of Passenger cars, Commercial vehicles, trucks, heavy equipment. Procuring more than 100 brands of automotive products(American, European, Japanese, Korean) either from Manufactures, Distributors or through dealer networks located in different parts of the world
- Research and use fruitful sourcing strategies, finding out new potential suppliers.
- Nurture relationship with suppliers and Negotiate to get the most appropriate prices & conditions. Discover profitable suppliers and initiate business and organization partnerships
- Check all tenders and purchase orders documents' specifications for spare parts, materials, equipment's, technical services and consultancy agreements

SALES EXECUTIVE – SPARE PARTS

JUMA AL MAJID GROUP – DUBAI, UAE / Nov 2017 – June 2019

Reporting to – Branch Manager

Achievements

- Achieved 105 -110 % of monthly sales target
 - **Team Target – \$170,000, Individual Target – \$65,000**
- Received 30-40 walk in customer to our premises daily and converted more than 80 % of daily enquiries and requirements of walk-in customers into orders
- Attended and developed 10 – 15 dealers, traders and service centers in UAE per day. Converted more than 40 % of enquiries into orders.

Key Responsibilities

- Dealing with Genuine Automotive parts, oils and lubricants of Hyundai and KIA.
- Assisted customers, such as responding to customer complaints and updating them about back-ordered parts.
- Coordinating with Purchase team for arranging Parts from suppliers, on order confirmation.
- Determine replacement parts required, according to inspections of old parts, customer requests, or customers' descriptions of malfunctions.

SPARE PARTS OFFICER

SAUD BAHWAN GROUP – MUSCAT, OMAN / March 2013 – Nov 2016

Reporting to – Deputy Parts Manager

Achievements

- Achieved 100 - 105 % of below mentioned monthly sales target
 - **Team Target – \$2.5 million, Individual customers target – \$1.2 Million**
- Successful in analyzing prices from competitors and offered more support to the customers to grab orders of high value

Key Responsibilities

- Handled automotive parts, Oils, Lubricants & Batteries of Brands like Toyota, Daihatsu and Hino. Efficient use of Electronic Parts Catalog.
- Handled export sales of Spare Parts to Europe, Far East and Africa
- Assisted managers in fixing the pricing basis, implementing strategies and action plans for new Customers.
- Analyzed sales status of customers on regular intervals and make reports and presentations.

MAJOR BRANDS



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