



Ashik Bose

Dubai, United Arab Emirates

Contact: +971502824259

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A Mechanical Engineering graduate experienced in heavy duty trucks and heavy machinery construction equipment spare parts trading, sales, sourcing, ordering and coordinating; advising the right spare part either Genuine or Replace as per requirement. Skilled in pricing strategy, freight forwarding & supply chain management. I have expert knowledge of the selling process and I fully recognize human and emotional aspects of buying and selling. I possess strong social skills that enable me to be strong relationship builder with clients, colleagues

Skills & Competencies:

- Team work skills
- Excellent ability to work under pressure
- Plan and meet agreed time frames
- Material Handling
- Training skills
- Excellent communication skills
- Supervision and leadership
- Outstanding dedication and efficiency
- Presentations
- Client relationship management

Languages Known:

- **English:** Highly Proficient
- **Malayalam:** Native
- **Tamil:** Very good command
- **Hindi:** Good working knowledge

Experience

June 2022 -
Present

Procurement Coordinator at, Dalma Parts General Trading LLC
Dubai, United Arab Emirates.

Major Roles & Achievements

- Specialized in Perkins, Japanese & IVECO Trucks, Diesel Engines and Earth moving equipment (Spare parts division)
- Good customer and supplier portfolio in *GCC and African Countries*.
- Supplier PO managements
- Freight forwarding / overseas procurement
- Knowledge of automotive technologies and to advise quality replace spares
- Front-end supervision
- Sales & profit margin improvement
- Cost reduction strategies
- Proven track records of achieved sales targets

May 2021 –
January 2022

Sales Executive at, NCS Hyundai, Thrissur Westfort Hitech Hospital Road, Puzhakkal, Punkunnam, Thrissur, Kerala 680002.

Major Roles & Achievements at, NCS Hyundai.

- Meeting new clients and make them feel welcome
- Devising and implementing the organization's sales strategy.
- Finding new channels for selling and distribution of product
- Building rapport with a customer and closing the deal
- Employee of the month – October

November 2019 –
April 2020

Sales Executive at, BRD Car World Thrissur – Kunnamkulam Road, Puzhakkal, Punkunnam, Thrissur, Kerala -6800021

June 2017 -
August 2019

Asst. Service Engineer at, Ceat Tires JC Road, Kalasipalyam, Bengaluru, Karnataka - 560004

Education

**Anna
University**
2013-2017

Bachelor's Degree in Mechanical Engineering
Nehru Institute of Technology
Jawahar Gardens, Kaliyapuram, Thirumalayapalayam
Coimbatore, Tamil Nadu – 641105

Personal Details

Date of Birth	11 th April 1995
Nationality	Indian
Visa Status	Employment
Marital Status	Single

Declaration

I hereby declare that above-mentioned information is genuine and correct to the best of my Knowledge.

Ashik Bose