

RESUME



Mohammed Faizan Shariff

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Dynamic & young professional with more than 7+ years' experience with strong and proven sales & Marketing experience in Automotive spare Parts industry in the UAE, Kuwait & India.

PERSONAL DATA

Age	27 years
Religion	Islam
Nationality	Indian
Marital Status	Married
Personal Qualities	Smart, young, energetic, dedicated & hard working. I am a result oriented customer focused team player having aptitude to learn new things and adapting quickly to the new environment. Striving to improve the results successfully through systematic & logical approach.

PASSPORT DETAILS

Passport No.	N0878345
Date of Issue	06/07/2015
Date of Expiry	05/07/2025
Place of Issue	Bangalore

ACCADEMIC QUALIFICATION

General	S.S.L.C, studied at Stella Mari's High School, Tiptur. Result - 1 st Class. Year 2011.
Pre-University	Physics, Chemistry, Mathematics & Computer Science (P.C.M.C) studied at Kalpataru Pre-University College, Tiptur. Year 2014.
Technical	Diploma in Automobile Engineering (D.A.E) 3 yrs. duration Studied at D.Banumaiah's Polytechnic, Mysore. Result - 1 st class with distinction. Year 2016.
Project Work in Final year Summary:	Sectional Model of various "Automotive Suspension Systems". This project was a demo model which gave an insight into how different suspension systems work starting from the traditional "Leaf Spring suspension system" to the current ones like "Magnetic suspension system". It covers detailed info like types, working principles, advantages & disadvantages, costs, inspection reports as well as advice on trouble shooting.

Professional Experience in India

Company : Mysore Car Automobiles, who are one of the leading dealers for Commercial vehicles & Passenger car spare parts. The job was part-time.

Position Held : **Spare Parts Sales Representative.**

Period of Service : May 2015 until May 2016.

Professional Experience in UAE

M/s. **United Alsaqer Heavy Equipment LLC** is a leading multi-franchise dealership for the below reputed products catering to transportation, construction & material handling industry

Iveco & Astra Trucks.	Tadano Hydraulic Mobile cranes.
Mitsubishi Forklifts.	Kawasaki Wheel Loaders & Dozers.
New Holland Construction Machinery.	PM Autogru Truck mounted cranes.
Paclite Mobile compaction machines.	New Star Club & Golf cars.

Position Held : **Branch Incharge Spare Parts – Abu Dhabi & Dubai.**
Have also worked in Northern Emirates & Al Ain.

Period of Service : Dec 2016 until June 2020.

Professional Experience in Kuwait

M/s. **Al Mulla Automotive Co.** is a leading multi-franchise dealership for the below reputed products catering to transportation, construction & material handling industry

Mercedes-Benz Commercial Vehicles.	FUSO Commercial Vehicles.
KATO Hydraulic Cranes.	XCMG Hydraulic Mobile Cranes.
Mitsubishi Forklifts.	

Position Held : **Business Development Incharge Spare Parts – Kuwait.**

Period of Service : May 2022 - Present.

Job Profile – UAE & Kuwait

- Managing the Parts Business activities of the branches. (UAE & Kuwait)
- Handling Export clients. (UAE & Kuwait)
- Market research to identify competitor's strength and weakness.
- Increased parts sales up to 40% in UAE & increased 60% business in Kuwait.
- Managed a team of 12 persons in UAE & team of 10 persons in Kuwait.
- Provide tailor made proposals as per client's needs for genuine & OEM Parts.
- Actively involved in planning & implementing parts promotions & campaigns.
- Supervise & analyze team performance & recommend periodical training.
- Achieving targets with the team by implementing approved strategies as per the territory.
- Maintain good professional customer oriented relationship relations with clients.
- Educating clients to use genuine spares parts & authorized service centers.

- ▶ Identify new parts Business opportunity by tapping new customers.
- ▶ Well conversant with Online, Electronic & Manual parts catalogues.

Software Proficiency

Operational System : Window 95, 98, 2000, XP

Working experience in Oracle Fusion, AS400, Autoline software, MS Office, Lotus Mail, Outlook.

Training & Seminar

Attended the Annual Parts Training conducted by TADANO-Japan in Abu Dhabi.
(May – 2017).

Achievements & Awards

- ▶ Won Inter College Athletic Tournament.
- ▶ Active role in our parts department in achieving “# 1 Dealer for Tadano parts sales” in the year 2017.
- ▶ Increased the parts sales of assigned territories successfully.

Language Proficiency

Read, Write & Speak : English, Hindi, Urdu and Kannada.

Speaks : English, Urdu, Hindi and Kannada. Arabic (working knowledge).

Hobbies & Interests

Motorsports, reading Automotive Magazines, research on upcoming cars & bikes, participating in motorsport quizzes & Fan Fests, solving technical issues in cars.

Driving License

- ▶ Holding valid UAE Car driving License. (15th April 2027)
- ▶ Holding Valid Indian Light & Heavy License.

Contact Details

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Yours Sincerely
Mohammed Faizan Shariff.