



# Khalid AbdElmahmoud Mukhtar

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**DOB :** 16/03/1990

## OBJECTIVE

As a demand analysis supervisor focusing on customer's fleet data to order accurate spare parts orders, fleet manager tasks is not that different; it aims to maximize efficiency, increase productivity and improve safety for both vehicles and drivers. So I would like to combine the two roles which is focusing on fleet data analysis to maximize the benefits for the organisation.

## SKILLS

- Data Gathering
- Data Analysis
- Problems Solving
- Results Oriented
- Communication
- Teamwork

## LANGUAGE

- English
- Arabic

## EXPERIENCE

### DAL Motors Company

#### Demand Analysis Supervisor

Duration : **1/4/2021**

- Responsible of ordering automotive spare parts for brands (MITSUBISHI, FUSO, MERCEDES & KIA).
- Fulfilled 95% service rate for all company's customers fleets spare parts inquiries.
- Created accurate customer's fleet based data to order perfect spare parts stock orders easily.
- Achieved 80% to 20% sea to air stock orders ratio.

### DAL Motors Company

#### Parts Supervisor

Duration : **1/2/2019 - 31/3/2021**

- Attained excellent spare parts inventory levels with 96% availability ratio for both counter & workshop spare parts demand.
- Delivered an effective supervisory skills with teamwork led to increase parts sales by 60% from year 2018, achieved 109% area spare parts sales in 2019.
- Directed, developed & guided a team of Parts Advisers & Store Keepers to surpass their sales targets (123%, 132% & 105%).
- Anticipate issues and delivered exceptional customer service with 92% CSI report ratio.
- Headed area main projects & developing the existing operational procedures which cut the operations costs by 40%.

### DAL Motors Company

#### Inventory Controller

Duration : **1/11/2016 - 31/3/2019**

- Planned yearly & monthly spare parts stock orders for KIA brand, shaped & improved inventory reports.
- Achieved 95% KIA parts service rate & availability ratio.
- Decreased expensive air orders by 50% by depending on a very accurate sea orders timetable.
- Assisted in reducing spare parts transfers cost between branches by 40% by fully controlling over spare parts warehouses.
- Reports (stock details - stock summary - order ratio - service rate - cycle count - weekly & monthly reports).

## EDUCATION

### University of Khartoum

#### Bsc of Mechanical Engineering

Passing Year - **2012**

## CERTIFICATES & COURSES

### IELTS Certificate

British Council

### Effective Supervisory Skills

DAL Excellence Center

### Manager As A Coach

DAL Excellence Center

### Supply Chain Essentials

DAL Excellence Center

### **Advanced Inventory & Procurement Management**

DAL Excellence Center

### **Fundamental Selling Skills**

DAL Excellence Center

### **Advanced Excel**

DAL Excellence Center

## PROJECTS

### **ERP Key User - Microsoft Dynamic 365**

- Nominated and worked as spare parts sales & warehousing key user & trainer for Dal Motors Company new ERP system (Microsoft Dynamic 365), trained (20) Parts Sales Advisers & (24) Store Keepers.

### **Medani Parts Sales Outlet**

- 100% responsibility for the implementation process (sales counter and parts warehouse civil works & logistics) in Wad Medani local market to increase spare parts sales in the area.
- Spare parts sales brands MERCEDES BENZ, MITSUBISHI, FUSO, KIA and Aftermarket Parts plus batteries & tires with 97% availability ratio.