

# Muhammad Ali Khan

Motivated and results-driven with excellent leadership skills, led a team of 5 at K.D.A Textiles, demonstrated strong decision-making abilities, seeking a challenging role in Dubai



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Visit Visa till (2/11/2024), Dubai

## WORK EXPERIENCE

### Assistant Store Supervisor-Supply chain K.D.A-Textiles (Business Venture-B2B)

01/2021 - 07/2024, Karachi, Pakistan

#### Achievements/Tasks

- Effective coordination and follow up with all departments like Inbound, Outbound, Inventory and Warehouse.
- Increased sales approximately by **40%** using sales strategies.
- Ensure that all merchandise is properly displayed as per visual guidelines + Manage procurement regarding out of stock items.
- Customer Relationship Management : Built and maintained strong client relationships helps increase customer base by **25%**
- Reporting & Analysis : Prepared sales & stock reports providing insights into performance metrics and sales trends.
- Inventory Management : Monitoring inventory levels, coordinating with suppliers for stock replenishment, conducting stock counts, and ensuring that inventory records are accurate.
- Strategic Sales Planning: Collaborated with cross-functional teams to develop strategic plans. launched three new product lines into existing markets, contributing to a **12%** sales uplift.
- Assisting in managing and coordinating the activities of store staff, including scheduling, training, and ensuring that customer service standards are met.
- Establish weekly/monthly objectives for the store staff.

### Seller Support Executive(VM-SST) Goto.com.pk (E-commerce)

07/2019 - 04/2020, Karachi, Pakistan

#### Vendor Management

- Worked closely with Seller-Hub to train the vendors on how to use system to enhance their business.
- Increased sales of vendor up to 30% via boosting and participating in campaigns & Assortment Target Achieved by 25000 SKU's for customers.
- Resolving vendors issues (product upload, new creation, payments, promotion & training).
- Coordinated with multiple departments within the company to increase the efficiency and sales of vendors individually and company collectively.
- Reduced out of stock cancellation rate from 19% to 2.5%.

### Executive Officer (UPL-CD FINANCE) IBEX global

07/2018 - 03/2019, Karachi, Pakistan

#### General Trade claims verification

- Validation of general trade claims for Unilever Pakistan.
- Responsible for reconciling data and files of Unilever claims.
- Responsible for working on Unilever ups portal and keeping it updated.
- Responsible for resolving help-desk queries of customers & distributors.

## EDUCATION

### MBA (Supply Chain Management) SZABIST

09/2018 - 12/2020, 3.75 cgpa

## SKILLS

Process Improvement

Microsoft Office

Interpersonal skills

Problem solving

Supplier coordination

Project management

Demand planning

Strategic planning & Execution

Market Research & Analysis

logistics management

Presentation

Negotiation with supplier & customers

E-Commerce

Warehouse Management

Procurement

## INTERNSHIP/PROJECTS

### ATLAS Honda(Internship) (06/2018 - 08/2018)

- Part of the Quality Control Department and completed a project on Total Quality Management on "COPQ" of Atlas Honda.
- Reduced cost of CKD unit by 19% by implementing cost effective strategies.

### Artistic Milliners(project) (09/2018 - 10/2018)

- Met with Artistic milliners to complete the project report on "REVERSE LOGISTICS" and to gain knowledge about Supply Chain activities.

### Daraz.com.pk(project) (03/2019 - 04/2019)

- Daraz strategic management was analysed and recommendations were given on their loop holes.

## CERTIFICATES

### Chartered Institute of Logistics and Transport (LEVEL 3 ) (09/2018 - 06/2019)

Chartered institute of logistics based in UK has created this certification which helps students to excel their career in logistics or distribution.

### Microsoft Specialist(Basic level) (11/2017 - 12/2017)

Microsoft Excel, Microsoft Word and Microsoft PowerPoint

## LANGUAGES

English

Full Professional Proficiency

Urdu

Native or Bilingual Proficiency

## INTERESTS

Cricket

Badminton

E-commerce

Thriller movies

Socializing

E-sports