# **Adil Ahmad Usmani**

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## PROFESSIONAL SUMMARY

Highly accomplished professional with over 7 years of experience in competitive markets across sales, store management, logistics, and supply chain management. Demonstrated exceptional capability in developing and implementing effective sales strategies, optimising supply chain processes, and leading teams to exceed organisational objectives. Skilled in navigating complex business challenges, enhancing operational efficiency, and cultivating lasting relationships with clients and stakeholders. Eager to leverage expertise and leadership skills in a dynamic new role that offers opportunities for growth and innovation.

## KEY COMPETENCIES

* **Strategic Sales Planning:** Expert in analysing market trends to identify sales opportunities, formulate strategic plans, and achieve sales targets.
* **Supply Chain Optimization**: Proficient in managing end-to-end supply chain operations, including procurement, inventory control, and logistics, to reduce costs and improve efficiency.
* **Leadership & Team Management:** Demonstrated success in leading, training, and motivating diverse teams to achieve high performance and meet organisational goals.
* **Customer Relationship Management**: Exceptional ability to build and maintain strong customer relationships, ensuring high satisfaction and loyalty.
* **Operational Excellence:** Adept at streamlining operations, enforcing policies, and adopting process improvements to enhance productivity and service quality.
* **Digital Marketing & social media**: Solid understanding of digital marketing strategies and social media advertising to enhance brand visibility and engagement.
* **Analytical Skills & Problem Solving:** Strong analytical abilities to assess complex situations, identify challenges, and implement effective solutions.
* **Communication:** Excellent verbal and written communication skills, proficient in English, Hindi, Urdu, and Bengali, facilitating clear and effective interactions across all levels of an organisation.

## PROFESSIONAL EXPERIENCE

**Manager Purchase & Supply Chain Good Bazaar Retail Store, 2021**

* Spearheaded supplier management, inventory control, and logistics oversight to enhance procurement processes and ensure compliance with legal and regulatory standards.
* Negotiated pricing and contracts to manage costs effectively.
* Led the team towards achieving key performance indicators for increased efficiency.

**Assistant Logistics Manager Keepkart Retails India Pvt Ltd, 2018-2020**

* Directed logistics, transportation, and customer service operations, ensuring timely delivery and high customer satisfaction.
* Implemented strategic planning to optimise the full order cycle, reducing transport costs and improving efficiency.
* Addressed customer and staff issues, ensuring smooth operations and high service standards.

**Store Incharge United Provisions Trading Co., 2016-2018**

* Developed customer pool expansion strategies, achieving sales targets through effective staff training and motivation.
* Ensured high levels of customer satisfaction by maintaining store condition and visual merchandising standards.
* Managed store administration, addressing staff and customer issues promptly.

**Sales Executive Rida Manufacturing Plant, Barabanki, 2015-2016**

* Conducted market research to identify sales opportunities and engaged in cold calling, networking, and social media outreach.
* Represented the company at exhibitions/conferences, negotiated deals, and resolved complaints, enhancing the company's market presence.

## EDUCATION

* Master of Business Administration | Integral University, 2019-2021
* Bachelor of Commerce | Manav Bharti University, 2011-2014

## CERTIFICATIONS & ADDITIONAL SKILLS

* Diploma in Computer Applications (DCA), 2008.
* Object-Oriented Programming using C++, 2011.
* Financial Accounting with Tally 9.0.
* English Typing Speed: 25 w.p.m.
* Social Media Advertising: Comprehensive knowledge gained from online classes by IIT alumni.