

RESUME

<https://kowshi.carrrd.co>

Dubai, UAE (Own Visa Holder)

UAE Mobile: +971-502806733



EDUCATION

JAN 2016 - DEC 2018

MBA in Logistics and Supply Chain

Madurai Kamaraj University - Chennai - IN

JAN 2005 - DEC 2008

BA English Literature

University of Madras—Chennai - IN

MCITP

Enterprise Administrator

Microsoft Certification ID: 8486400

SKILLS

SAP MM / QAD MM / ZOHO MM

WordPress / Excel / PowerPoint / Word

Import / Export / iConnect / EDI - ASN

SKU Strategy / WMS Plan - Implementation

Digital marketing / Project Management

TRAININGS ATTENDED

- SOX Internal Auditor Training
- Lean Manufacturing
- 5S & 3C & EHS Training Program
- Fire Safety & Life Saver Training Program
- Customer Relationship Management

PERSONAL DETAILS

Languages Known : English, Tamil

Present Location : Bur dubai

Nationality : Indian

Blood Group : O-

Aadhar No : 957058764261

Passport No. : T6984613 Valid up to 2029

Visa type : Freelance Valid up to 2024

KOWSIGAN.L

SALES - MARKETING - LOGISTICS PROFESSIONAL

Mobile : (+971) 50 280 6733 | (+91) 99625 60055 | **Email :** kowsiee@gmail.com

Address : No.610, New Rolla Building, Burdubai, Dubai, UAE.

ABOUT ME

Experienced marketing and sales professional with 12 years of expertise in customer service, sales, materials sourcing, negotiation, customer order fulfillment, store and inventory management, CKD parts, warehouse system, cost optimization and logistics management. My proven track record showcases consistent results through effective leadership and management practices.

WORK EXPERIENCE

JUN 2020 - till date

GCC Marketing Manager | LATRILE Gloves Private Limited

Examination Gloves Manufacturer, Dubai - UAE

Role : Identified new opportunities to increase sales of Examination Gloves products. My approach involves strategic negotiation with customers to close deals and expand market presence in GCC markets. To ensure recurring business from existing customers, I maintain good relationships with them and regularly follow up on their needs. I am also experienced in preparing territory budgets and recommending appropriate distributors for all assigned regions. Additionally, I have successfully designed and facilitated organization projects. Coordinated with internal departments to ensure timely execution of customer orders, successfully increased sales revenue and contributed to the growth of the organization.

Skill Games Host | HB Leisure | Splash Party | Ain Dubai – Contract jobs

Gaming company creating excitement and fun to customers, Dubai - UAE

Role : As an all-rounder gaming host, fascinated diversified customers with enthusiastic communication and made their day excited with great playing experience and prizes.

JAN 2015 - JUN 2020

Assistant Manager Material Analyst | Lear India Private Limited

Automotive Company, Pune Bhosari- IN

Role : As a Material Planning expert, responsible for fine-tuning inventory levels and maintaining adequate stock to meet the JIT requirements of 3 OEM customers (BMW, Ford & Nissan). Managed a total of 40 local suppliers, 10 import suppliers, and 2 export customer shipments while working closely with 3PLs to ensure the efficient flow of import/export shipments. Conducted forecasting activities, including volume, inventory, and ATR forecasting. Additionally, performed ABC stratification, cycle counts, physical inventory, MDOH, inventory aging, and excess & obsolete analysis. Claimed trade benefits such as Duty Drawback & MEIS, and ensured strict adherence to SOX compliance and safety standards to maintain zero deficiency.

JAN 2009 - JAN 2015

Team Lead Site IS - SAP PLM Admin | Valeo India Private Limited

Automotive Company, Chennai - IN

Role : As an administrator of SAP-PLM applications, responsible for fine-tuning and maintaining various modules such as Item Master Maintenance, BOM configuration, MRP Reorder Point, Lead Time, MOQ parameters, and other prerequisites. Also overseen Material Requirement Plan schedules released to import and domestic suppliers. In addition, worked in Warehouse Functions and Store Operations, ensuring effective ERP automation, inventory management, spare part management, and stock management, ensured strict adherence to CMMI-ISO compliance and safety standards.

HIGHLIGHTS

- ✓ Half a million dollars sales generated on a monthly basis.
- ✓ Used inventory management system and procedure for effective warehouse management and inventory control thus ensured ready availability of materials.
- ✓ Implemented ERP automations projects like End to End barcode WMS, Scan to Ship, and Various reports like E&O, Cycle Count Variance Trend, GIT Inventory.
- ✓ Saved 10 Million worth duty payment through EPCG scheme, claimed MEIS duty credit scrip worth 8 Million, and Duty draw back worth 5 Million.
- ✓ Streamlined India MP&L Process awarded with Annual Excellence Award.