



AHMEDALI MANSURI

Assistant Manager
Operations

GET IN TOUCH!

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CORE COMPETENCIES:

- Well versed with Microsoft Excel, Microsoft Word & Microsoft Power-point
- Can lead a project whole project from scratch to its shelf cycle of a product
- Good experience in International Sales & Domestic Sales with in-depth knowledge of Market study and product quality. Making its operation function smooth to work faster
- Keeping Inventory control management by making sufficient stock in balance to avoid shortage and meet its demand accordingly
- Sufficient knowledge In International Procurement with excellent negotiation skills
- Ideation (Concept Development) - Helping in concept development with an effective Professional Team for future planning and execution.

PERSONAL SUMMARY:

An energetic and talented individual with a high level of initiative and a progressive attitude to work. Having 4+ years of experience in International Sales & Domestic Sales with in-depth knowledge of market study and product quality. Making its operation function smooth to work faster, through Managing whole administration work where my inventory management skills, expert budgeting skills meet company sales goals.

MY CAREER PATH:

LYLA BLANC PVT LTD

Assistant Manager - Operations (Admin) | April 2019 onwards

- Make sure stock availability for next 3 months for regular supply and make our existence in the market
- Do a market survey to collect the top most performing brands according to our target market
- Keeping in mind sales number, plan accordingly for the next production schedule
- Coordinate with warehouse for dispatches and ensure merchandise is displayed on floor as per the plan
- Considering the sales figure plan production with the different manufacturer (Helios packaging Pvt Ltd, A.A.Aromas, Suhan Aerosol, French Fragrance, TJS, Aneema Soap) for different products, to deliver the products on time.

Assistant Manager - Product Development

Developed - Men's Grooming Range, Skincare Cosmetic Range, Nail Paint, Lipstick, Soap.

- Ideation and brainstorming with the team to initiate a project
- Select target Country/Region, Audience, Benchmark Brand, Design according to its target Market and Audience
- Finalize certified manufacturer after checking its sample quality
- Finalize the Primary and Secondary packaging
- Inventory Management, Check warehousing space requirement and temperature
- Strategize marketing plan for a year - Social Media, E-Commerce listing
- Implement the plan, make the database ready for each and every plan.

Senior Executive - Sales and Marketing | Aug 2018 onwards

- Plan a schedule for a whole week, what activities need to be done for the coming week and execute accordingly
- Making database of Super-Stockiest, Distributor of a specific region (Data Analysis)
- Making an attractive scheme to onboard
- Taking feedback on monthly basis and take into consideration
- Confirming stock availability before finalizing the orders
- Monitor secondary sales and replenish accordingly, identify fast sellers and ensure the same is available for sale, rotate non-movers and liquidate.

Senior Executive - International Sales, London

- Plan schedule to visit the country (Visited Nepal, China, Saudi Arabia)
- Arrange data of relevant industry and fix meetings
- Take benchmark product sample from the market, handover the sample to the concerned department for analysis
- Make product according to the need of customer and supply to specific country/region. Considering its cost factor and quality
- Take feedback on regular basis and make sure after-sales service is served well. Like damaged goods are exchanged, product packaging is not up to the mark then provide with new packing.

REFERENCES:

Mr Umer Kably - Senior VP - Lyla Blanc Pvt. Ltd
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Mobile: +91 63638966363

Mr Narendra Patil - VP - Lyla Blanc Pvt. Ltd
Email ID: narendra@lylablanc.com
Mobile: +91 6363586363

Mr Sonal Pathak - GM - Haiko Logistics
Email ID: sonal@haikologistics.com
Mobile: +91 9930315997

HAIKO LOGISTICS

Executive Sales | July 2017 – Aug 2018

- Getting customer who is into Imports/Exports
- Negotiating Freight charges with International Agents
- Maintaining Customer Relationship Management.

MY EDUCATION:

FAZLANI ACADEMY OF BUSINESS SCIENCES

Master of Business Administration, Grade - A | 2018

MUMBAI UNIVERSITY

Bachelor of Commerce, Grade - A | 2015

LALA LAJPATRAI COLLEGE

Intermediate, Division - 1st | 2012

TAHERI HIGH SCHOOL

Senior Secondary School, Division - 1st | 2010

DECLARATION:

I hereby declare, all the above information provided by me is correct and to the best of knowledge.