

Mohamed Mustafa A

Riyadh - Saudi Arabia.

Visa: Inventory Control Specialist



Valid Saudi Arabia



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DOB : 07-Jan-1983, India

Arabic, English, Hindi & Malayalam

Summary

Over 16 years, I've excelled in roles spanning from Logistics Supervisor to Business Development Manager in Saudi Arabia's dynamic landscape. My expertise encompasses planning and managing logistics, warehouse, transportation, and customer services. I adeptly direct, optimize, and coordinate the full order cycle, engaging in negotiations with stakeholders. Leveraging extensive experience in warehousing, distribution, inventory management, and logistics, I've operated across diverse sectors, including FMCG food processing, manufacturing, retail, trading, and the vibrant realms of Apparel, Fashion, and Cosmetics.

I am ready to apply this wealth of experience to tackle new challenges and contribute to company growth.

#SupplyChainExpert #BusinessDevelopment #LogisticsManagement"

Experience



Business Development Manager

SHAMS Trading & Contracting Est, Jubail

Jan 2023 – Dec 2023 (1 year)

- Demonstrated expertise in identifying, assessing, and maintaining relationships with suppliers and Vendors, ensuring a reliable and diverse supply chain.
- Negotiate contracts and agreements with suppliers, securing favorable terms in areas such as pricing, delivery schedules, quality standards, and payment terms.
- Strong background in conducting comprehensive market research to identify potential opportunities, trends, and competitive advantages, which informs strategic decision-making.
- Successful experience in developing and implementing sales strategies aimed at achieving business growth objectives. Proficient in devising and executing sales strategies to drive business growth, Demonstrated abilities in strategic thinking and tactical planning.
- Proficiency in generating leads through various methods and building and maintaining strong relationships with both potential and existing clients, with a focus on understanding their needs and ensuring satisfaction.



Distribution Center Manager

Forsan Foods and Consumer Products Company Ltd.

May 2017 - Apr 2022 (5 years)

- Oversee the management of inventory, including the receipt, storage, and dispatch of food products. Ensure accurate inventory levels and minimize product wastage through proper storage and rotation practices.
- Manage the order fulfilment process, including picking, packing, and shipping of food products to meet customer orders and delivery schedules.
- Implement and enforce quality control measures to maintain the integrity and safety of food products during storage and distribution. Ensure compliance with food safety regulations and standards.
- Ensure a safe working environment in the Distribution Centre by enforcing safety policies and procedures. Comply with all relevant regulations and standards, especially those related to food safety.

Inventory Controller

Apparel Group

Jun 2012 - May 2017 (5 years)

- Maintaining accurate inventory records, which is essential for efficient inventory management.
- Keeping comprehensive and up-to-date records for tracking inventory movements and ensuring that all transactions are properly documented.
- Regularly analyzing movement reports helps optimize inventory levels and distribution, ensuring that products are where they are needed most.
- Addressing shortages and discrepancies in a timely manner and maintain inventory integrity.
- Providing financial inventory reports and regular reviews with management ensure that inventory management aligns with the company's strategic goals.

Production Planner

Savola Group

Jun 2010 - May 2012 (2 years)

- Proficient in developing and maintaining production schedules that consistently meet customer orders and delivery commitments, aligning production processes with demand forecasts and customer requirements.
- Expertise in monitoring and managing inventory levels of raw materials, work-in-progress, and finished goods to prevent overstock and stock-outs, while also minimizing carrying costs.
- Highly skilled in coordinating with procurement and supply chain teams to ensure the timely availability of materials and components for production, maintaining optimal stock levels to support production schedules.
- Experienced in evaluating production capacity, considering factors such as equipment availability, labor resources, and production lead times, and adjusting production schedules to optimize resource utilization, ensuring efficient production operations.

Logistics Supervisor

Savola Group

Jun 2007 - May 2010 (3 years)

- Successfully managed a 24,500-square-meter warehouse with a racking system, optimizing storage and retrieval efficiency.
- Led a team of up to 150 staff, fostering streamlined operations, improved inventory accuracy, and cost-effective logistics coordination.
- Managed raw materials, work-in-progress, and finished goods inventory.
- Ensured accuracy, timely replenishment, and prevented overstock or stock-out situations through meticulous tracking and strategic replenishment measures.
- Spearheaded customer support, communicating with key clients such as Almarai, Alsafi, Nadec, and additional customers.
- Fulfilled specific requirements, strengthening client relationships.

Education



National Institute of Business Management (NIBM) Global

Master of Business Administration - MBA, Logistics, Materials, and Supply Chain Management, Jun 2005 - Apr 2007

Srinivasa Polytechnic College - India

Diploma, Information Technology, 2002 - 2005

Completed Certificate, Diploma and Professional Graduate Diploma Higher Education Qualifications.

A.E.S HIGH SCHOOL

Middle School Diploma, Computer Science

Jun 2000 - Apr 2002, School Name: A.E.S HIGHER SECONDARY, Academic Year: 2002

Licenses & Certifications



5S CHECKLIST - Savola Group



Certified Computer Skills Specialist (CCSS) - Bayt.com

Skills

• Supply Chain Management • Inventory Planning • Leadership • Demand Forecasting • WMS • Distribution Strategy • Warehouse Operations • Transportation Management • Sales • B2B • Fast-Moving Consumer Goods (FMCG) • Analytical Skills • Customer Experience • Technical Support • Customer Marketing • Sales Management • Marketing Management • Contract Negotiation • Business Expansion

Honors & Awards

5S MASTER - Eng Mr. Ala Naeem Owaidh (Special Projects Manager: continuous Improvement), Received recognition for exceptional compliance with "5S CHECKLIST-OFFICES" in Warehouse and Plant in April 2008, resulting in enhanced operational efficiency and a well-organized work environment.

UNSUNG HERO - Eng Mr. Obeid Khoja (G.M at Savola Packaging Company)
Demonstrated unwavering dedication to Customer Support throughout the year 2009

MAN OF THE MONTH - Eng Mr. Obeid Khoja (G.M at Savola Packaging Company)
In recognition of hardworking initiatives in organizing the Logistics Department and achieving transportation cost savings in 2010