

NOWSHAD KOCHU KOYA



Mobile Number : 0505180710

Email Address : [nowshadkochu@gmail.com](mailto:nowshadkochu@gmail.com)

Marital Status : Married

Nationality : India

Residence : Saudi Arabia

Sponsorship status : Transferable

Driving License : Available

**Job Objective:-**

A passionate Spare Parts Sales Supervisor with about 23 years of experience in sales of spare parts for Diesel Engine, Generator and Heavy Machineries (Mitsubishi, Hyundai, Kohler, CAT, JCB and Electrical Fabrication).

Looking for an opportunity to obtain a position enables me to implement my sales & market experiences, practical & theoretical knowledge to achieve targets, improve and develop the business cycle.

**Education:-**

Bachelor of Commerce from Calicut University Kerala, India.

**Experiences:-**

**Company name: Job Title and Time duration:-**

Abunayyan Trading Corp.- Sales Supervisor, Logistics Officer, 2009-2019.

Warehouse Supervisor, Distribution Officer, Sales Coordinator and Workshop Controller, 1998-2009.

**Company name: Job Title and Time duration:-**

Hesham El-Swedy Trading Corp. (Jeddah Cable).- Warehouse Supervisor, 2020-2022.

**Company name: Job Title and Time duration:-**

Abdul Rahman. A. Al Turki Group (ATCO).- Station Officer, 2022 till now.

**Role Purpose:-**

Maintains primary contact with customers and prospects. He plans and implements a sales program in accordance with product marketing strategy and domestic sales plan – To grow sales volumes, and growth opportunities through a long term professional and proactive relationship with an existing customer portfolio.

**Skills:-**

Experience in SAP Application, Experience in warehouse Tracking system, Ability to work under pressure, Proficient in MS Office applications such as Word & Excel. Experienced in Customer services, direct contact with people, and selling techniques. Many seminars and other activities by market leaders (Mitsubishi, Hyundai, Kohler, CAT and JCB).

**Competencies:-**

Core competencies, Collaboration, Customer Focus, Learning & Coaching.

**Operational Excellence:-**

Warehouse performance Management, Communication Skills, Commercial knowledge, Negotiation, Customer/partner Relationship Management, Product/service knowledge, Documenting & Reporting, Business Acumen, Business Performance Management.