

KHALID KUDODA

Supply Chain Operations | Automotive Sales & Aftersales Operations

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SUMMARY

Experienced Inventory Controller with a proven track record in optimizing inventory levels, reducing costs, and improving supply chain efficiency in the automotive industry. Skilled in SAP and Microsoft Dynamics 365. Demonstrated ability to reduced inventory carrying costs by 20%, improved order fulfillment accuracy by 15% for MITSUBISHI, MERCEDES-BENZ, MITSUBISHI FUSO, KIA & and other Chinese brands like Changan, FAW & HIGER.

PROFESSIONAL EXPERIENCE

SENIOR INVENTORY CONTROLLER

FEB 2019 – JAN 2023

DAL GROUP-DAL MOTORS COMPANY (SUDAN)

- Achieved 97% service rate, 80:20 sea to air orders ratio for KIA brand.
- Developed and implemented new inventory control procedures that improved accuracy and efficiency by 99%.
- Minimized stock outs and backorders by 2% through improved inventory planning and replenishment processes.
- Minimized ETA and back orders by 20%.
- Reduced obsolete stock by 20% due to arranging attractive offers.
- Attained less than 1% stoke difference by performing daily cycle count and annual stock taking.
- Managed inventory reports (VOR report, Lost sales report, service rate report, MOS and TOR).
- Downsized 50% air orders by effective forecast planning.

PARTS SALES ADVISOR

NOV 2015 - JAN 2019

DAL GROUP-DAL MOTORS COMPANY (SUDAN)

- Accomplished 102%, 112% & 109% parts sales annual targets for 2016, 2017 & 2018 respectively.
- Shared weekly & monthly suggested parts list to inventory team resulted in enhancing branch availability.
- Activated lost sales report for our branch led to an increase in availability by 20%.
- Engaged with our warehouse team in cycle counts & checking physical stock to avoid stock difference.
- Negotiated with customers on price.
- Initiated daily parts sales report to monitor the sales gaps and solve it.
- Scored 97% on CSI (Customer Satisfaction Index) in 2016.
- Awarded **excellent customer experience** from **quality assurance department** in 2016.

SERVICE ADVISOR

SEP 2015 - OCT 2015

MIG MOTORS, SKODA (SUDAN)

- Checked car damage and customer's complaints.
- Data entry of car needed car information and acted as a link between the workshop and the customer.
- Created a warranty order and submit it with the required documents based on OEM policies.
- Tracked parts orders and ensured on-time delivery as per the specific ETA provided.
- Provided detailed information to customer about work done and charges, obtained approval and closed repair order.
- Prepared the maintenance report and submitted it to the Workshop Manager.

HOME CENTER (MAKTO)

- Planned and coordinated of greenhouses design and construction.
- Management and orientation of labor.
- Revision and double-checking of constructed greenhouses.
- Management and maintenance of distant sites.
- Completed two full greenhouse projects in 6 months.

EDUCATION

UNIVERSITY OF KHARTOUM**Khartoum, Sudan*****B. Sc. Agricultural Engineering*****2009 - 2014****COURSES & KNOWLEDGE**

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|--|-------------|
| • Fundamental Selling Skills
<i>DAL Excellence Center, Khartoum, Sudan</i> | 2017 |
| • Negotiation Skills
<i>DAL Excellence Center, Khartoum, Sudan</i> | 2017 |
| • Supply Chain Essentials
<i>DAL Excellence Center, Khartoum, Sudan</i> | 2019 |
| • Excel Advance
<i>DAL Excellence Center, Khartoum, Sudan</i> | 2019 |
| • Advanced Inventory & Procurement Management
<i>DAL Excellence Center, Khartoum, Sudan</i> | 2020 |
| • Supply Chain Management and Analytics
<i>Unilever, Coursera</i> | 2024 |
| • Using Data Analytics in Supply Chain
<i>Unilever, Coursera</i> | 2024 |
| • Implementing Supply Chain Analytics
<i>Unilever, Coursera</i> | 2024 |

SKILLS

- Forecast demand
- Inventory monitoring
- Transportation coordination
- Storage system management
- Negotiation
- Resolve customer issues
- Cycle counting
- Damaged merchandise processing
- Storage system management
- Time Planning