



JAFARALI MADATALI MERANI

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SKILLS

- Employee retention strategies
- Quantitative business analysis
- Employee development
- Strategic resource management
- Business development strategies
- Finances and invoicing
- Budgeting
- Operations oversight
- Industry partnership development
- Financial leadership
- Policy development
- Business administration
- Financial management

ADDITIONAL INFORMATION

- Expertise in knowledge of trends in Auto Parts Industry

SUMMARY

Positive Business Owner with more than 22 years of expertise developing exceptional leadership skills. True leader experienced in Marine and Truck Auto Parts industry. Ready to take on challenges in exciting new position.

EXPERIENCE

January 2000 - Current

Business Owner Prince Auto Parts | Amreli, Gujarat, India

- Owning/Managing the Automobile Parts, specifically Marine and Truck parts, Business from last 22 years.
- Devised marketing strategies to reach untapped markets, convert potential clients and amplify sales revenue.
- Supervising the accounts personnel to maintain the various balance sheets for the business.
- Established business vision, provided organizational leadership and defined activities to achieve sales, profit and revenue goals.
- Reconciled daily sales, returns and financial transaction reports and prepared bank deposits.
- Kept and tracked records for inventory, income and expenses, generating reports to check business health and growth.
- Supervised employee activities and assessed responsibilities and tasks, recommending improvement actions to boost revenue and achieve sales goals.
- Dealing with business partners from around the global to expand the auto parts business to new horizons.
- Monitored industry trends and attended trade shows, selecting and purchasing products for resale.
- Ascertained client needs by assessing feedback and procured new goods and services to fulfill established requirements.
- Created work schedules and assigned employees shifts to cover company operations and fulfill clients' needs.

- Met with product suppliers, negotiated supply contracts and established partnerships to facilitate delivery of raw materials and products.

EDUCATION

1992

Certificate of Higher Education

Parekh Mehta High School, Jafarabad, Gujarat

LANGUAGES

Hindi: First Language

English:

B1

Gujarati:

B1

Intermediate

Intermediate

ACCOMPLISHMENTS

- Implemented new, interactive employee scheduling system to monitor, gauge and project staffing needs.