



MOHAMED MANSOOR AHMED

Senior Automotive Professional | General Manager | Regional Sales Head

"Results-oriented Automotive Sales Leader with 27+ years of proven success across GCC and MENA region. Demonstrated ability to scale revenue, grow market share, and lead high-performing teams across retail, fleet, and corporate segments. Proven track record in launching new models, driving regional expansion, and forging strategic client relationships."

◆ Professional Experience

General Manager – Dubai Auto Zone (AL KARAMA MOTORS – FZE)

📍 Dubai, UAE | 📅 Oct 2024 – Present

- Spearhead day-to-day operations, ensuring efficiency and profitability across the dealership.
- Develop and implemented business plans, optimized inventory turnover, and boosted profitability.
- Developed market-specific sales strategies aligned with KPIs and growth metrics.
- Built long-term vendor and client relationships, improving customer loyalty.

Regional Manager – Mohammed Saud Bahwan Trading

📍 Oman | 📅 Jun 2019 – Oct 2024

- Oversaw 2 high-volume locations focusing on retail dealer chains and corporate fleet sales achieving 130% of annual targets (consistent with past performance)
- Customized dealer plans based on local market insights, improving conversion rates.
- Collaborated with regional vehicle ordering team to tailor specifications based on market trends and customer needs.

Zonal Head – Saud Bahwan Automotive (Toyota Oman)

📍 Oman | 📅 Mar 2011 – Jun 2019

- Oversaw 6 branches in South Batinah & Salalah-Dhofar regions, contributing **45%+ of branch revenue** through strategic retail/corporate sales.
- Launched **customized vehicle packages for NICHE segments**, improving customer satisfaction scores by over **65% - 70%**.
- Represented Toyota Oman at **international conferences** (Dubai, Bahrain, USA) for product launches (Camry, IMV, Avalon).
- Conducted customer engagement programs **MSA**, significantly increasing loyalty.

Manager – Saud Bahwan Automotive, Salalah

📍 Oman | 📅 Jun 1997 – Feb 2011

- Managed high-performing sales team contributing **40%** to branch KPIs.
- Captured **50%+** share in **Niche segments** like taxis and driving schools.
- Boosted referral conversion rate to **25%**, enhancing customer pipeline.

📍 Earlier Roles

- **Team Leader**, Pagepoint Services (India) | **Executive**, Eureka Forbes Ltd. (Pioneer team for Euro Air Purifier)

◆ KEY ACHIEVEMENTS HIGHLIGHT

- 📈 **130%+ Sales Volume** for consecutive years (2007 onward).
- 📈 **50% Market Share Capture** in niche segments (taxi fleets, driving schools).
- 🤝 **25% Referral Business Growth** through client trust-building.

Contact Details

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CORE COMPETENCIES

- Automotive Sales Leadership
- Regional Operations Management
- Strategic Planning & Execution
- Customer Relationship Management (CRM)
- Fleet & Retail Sales Operations
- Business Development & Market Penetration
- Sales Forecasting & Inventory Strategy
- Team Development & Incentive Management

🎓 Education

- BBA – Amity University
- Pre-University – Govt. College
- 10th – St. Anne's Convent

📜 Certifications

- Sales Management
- Digital Marketing
- CRM & Customer Relationship
- Strategic Planning
- Marketing Communications

🏆 Awards

- Avalon TAPG – USA Tour
- IMV Conference – Dubai
- Camry Launch – Bahrain
- 130%+ Sales Target Years
- Multiple Annual Awards