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**Gulfjobseeker.com CV No:**

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***Professional Summary:***

*Successful sales professional with 7+ years experience in large- scale Fashion and Retail. Implement cost control, Merchandising, Staff Management, loss and control Inventory Management Initiatives, Exceptional Multi–tasked, and Establish track records of exceptional sales results.*

***SKILLS AND INTEREST****:*

Computer\Technical Literacy Leadership\Management Skills

Communications Skills (Listening, Verbal, & Written) Multicultural Sensitivity\Awareness

Research\Analytical skills Problem Solving\Reasoning\Creativity

Flexibility\Adaptability\Managing multiple Priorities Planning\Organizing

Fluency in English (written & Verbal) Teamwork

Interpersonal Abilities Driving

***Professional Experience:***

***SALES & BUSINESS DEVELOPMENT EXECUTIVE AL NOAIMIA TRADING LLC 02/01/15 – 12/12/15***

***REFLEX VALUE CONCEPT***

***Maximized sales profit to the brand by executing planning, brand awareness through finding new locations and other sales functions. Achieved sales targets through timely management of; buying, stock replenishment, inventory management and retail price architecture. Establish long lasting relationship and best working practices***

**Delivered Results:**

* Managed to open various locations for Reflex Value Store
* Lead BD Department for various leasing opportunities
* Opened new accounts for sales department in various super and hypermarkets both locally and Qatar
* Organized, and led meetings for various leasing mall managers or leasing executives in Dubai, Abu Dhabi and Al Ain areas
* Participated in various franchised exhibition during MENAFA event
* Negotiated and closed a deal between the company and an E-commerce Business
* Developed market research and competitor survey

***SALES EXECUTIVE & RETAIL COORDINATOR AL NOAIMIA TRADING LLC 12/13/11-01/31/15***

***REFLEX VALUE CONCEPT***

**Delivered Results:**

* Conducted regular visit present customers on whole sale, presents new products and take orders
* Develop new prospective clients and contacts
* Created and administered yearly calendar promotional activities for Reflex Value Store
* Enacted initiatives for mystery shopping program to customer service standard
* Introduced daily sales report, stock monitoring and monthly roaster meeting
* Lead team for Monthly, Quarterly and yearend inventory
* Suggested buying of stocks and products on timely manner according to upcoming seasons
* Involved in formulating the company and Store operating procedure
* Involved in various store opening’s mainly in visual merchandising & stock management
* Performed stocks allocation, replenishment and pull out if needed
* Performed stocks monitoring of fast and slow moving items
* Involved in product launching, catalogue and pictorials

***SALES OPERATION SUPERVISOR RICHWELL PHILIPPINES INC 12/16/10 to 12/01/11***

***Directed daily operation of five retail boutiques involved in various sales activities, retail promotions company co-promotions, marketing collaterals, and other advertising efforts. Drive revenue by formulating sales technique and developing staff capabilities of bestselling of products.***

**Delivered Results:**

* Successfully managed retail operations; Manning, stock management, visual merchandising etc.
* Generated revenue by coaching staff on effective prospecting and development strategies
* Consistently met or exceeded gross profit goals
* Conducted staff recruitment, orientation of newly joined staff, staff reshuffle and elimination of low performing staff
* Monitored employee’s productivity and optimized procedure to reduce cost
* Conducted monthly quarterly, and yearend inventory
* Lead merchandising activities such as; merchandising, stocks allocation and replenishments
* Systematized store renovations and store openings
* Formulated & implemented marketing plan to achieve goals & targets
* Held monthly employee meeting to give information, take feedback and provide updated training
* Created and administered Standard Operation procedure (SOP)

***SALESMAN BATEEL LTD 07/29/08 to 11/09/10***

***Successfully increased sales by building customer retention through positive approach and building customer relationship***

**Delivered Results:**

* Provided good customer service by greeting customers and assisting them
* Showed product expertise and being able to guide customers about the products
* Closed sale and assisted customer for payment procedure
* Responsible with the cash register and to answer queries thru phone calls
* Conducted monthly, quarterly and yearend inventory
* Initiated stocks replenishment and stocks sampling
* Responsible with the product monitoring with regards to its expiration and validity
* Showed creativity in making decorated and artistic packaging
* Visual merchandising

***LANGUAGE SPOKEN:***

Filipino, English, Arabic

***PERSONAL INFORMATION:***

Date of Birth: April 01, 1980 Nationality: Philippines Religion: Christian

***EDUCATIONAL ATTAINMENT:***

BACHELOR OF SECONDARY EDUCATION (BSE)

Major: Physical Education Health and Music (PEHM)

University of Northeastern Philippines (UNEP)

Date Graduated: 2001