**MA FAYAZ AHMED**

**CORE COMPETENCIES**

Store Management

Operations Management

Budgeting & Forecasting

Customer Service Excellence

Vendor Management

Sales

Staffing

Security Management

Operational Excellence

**STORE MANAGEMENT**

**Maximizing resources and improving bottom line through expert leadership in quality service, staff development, cost control and visionary P&L management**

Industry Preference: Retail

Location Preferences: Dubai, Kuwait, Qatar

**PROFILE SUMMARY**

* Result & client driven professional leveraging **7.5 years** of multi-cultural experience in entire gamut of Store Management and Retail Operations
* Last associated with**, Riyadh, Saudi Arabia as Store Manager**
* Incisive acumen in completing store operational requirements by scheduling and assigning employees; following up on work resultsincluding sales and revenue maximization and cost control
* Expertise in maintaining stability & reputation of the store by complying with legal requirements and determining marketing strategy changes by reviewing operating and financial statements
* Maintained professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; participating in professional societies
* Exhibited a high level of personal flexibility and resilience during periods of organizational ambiguity

Please insert a passport size photograph

**ORGANISATIONAL EXPERIENCE**

**Jun'14-Mar'16 with Riyadh, Saudi Arabia as Store Manager**

**Feb'12-May'14 with 6 Hyderabad the Fashion Mall, Hyderabad as Floor Manager**

**Sep'09-Dec'11 with City Max, Land Mark Group, Medina, Saudi Arabia**

**Growth Path:**

Sep’09-Mar’10 Salesman

Mar’10-Dec’11 Store Supervisor (ASM)

**Sep'08-Sep'09 with Max Store, Land Mark Group, Begumpet as Sr. Sales Executive- Men’s Department**

**Key Result Areas:**

* Formulated annual business plan and income budget for store including ways and means for enhancing image
* Implemented sales promotion plans & new store concepts to generate sales for achievement of targets
* Developed long term professional & beneficial relationship with all existing retail groups to ensure continued and future business
* Recruited, mentored employees to ensure the sales and operational efficiency
* Managed customer centric operations & ensured customer satisfaction by achieving delivery & service quality norms
* Provided effective resolution to customer queries and improved relationships by anticipating customer future requirements
* Supervised point of purchase display units, collection graphics, window displays, handouts and packaging
* Formulatedpromotional strategies to exceed revenue budgets and increase footfalls & brand loyalty
* Forecasted trends, plan-stocking & de-stocking planning budgets and presented sales forecasts / figure for new ranges
* Monitoredshop floor interaction with customers for effective resolution of grievances and obtained feedback
* Identifiedimprovement areas by revising opening and closing hoursfor ascertaining market trends, influences and competition
* Liaised with local colleges, newspapers and the community to increase brand visibility

**Highlights:**

* Exceeded sales and profit goals by up to 8% and 12% respectively
* Selected as a high potential employee from amongst 8store managers
* Led a team size of 36Salesman

**Max Store, Land Mark Group, Begumpet**

* Recognized as Best Employ of the month, twice
* Shouldered the responsibility of:
* Team Leader for Lee Cooper India Private Ltd.in Hyderabad from Jun'07-Jul'08
* Sales Executive for Arvind Fashion Ltd. (Lee Brand) at Shopper Stop from Mar'05-Jun'07

**ACADEMIC DETAILS**

* Graduation in B.Com. from Golkonda university, Hyderabad in 2005

**IT SKILLS**

* Skilled in MS Office & Photoshop

**PERSONAL DETAILS**

Date of Birth: 7th February 1984

Languages Known: English, Hindi, Telugu, Urdu and Arabic

**Job Seeker First Name / CV No: 1800450**

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