|  |
| --- |
| **Qasim**  Email: [qasim.323368@2freemail.com](mailto:qasim.323368@2freemail.com) |



**Personal Statement**

An experienced manager who is highly motivated and vast knowledge of the retail industry. As a perfect role model on the shop floor, is able to; give feedback, build morale, rollout initiative, and make recommendations on merchandising and product presentation. Able to handle high-profile and hand- on management that require commercial acumen and creative flair. As an exceptional person, also to drive brand availability, & is willing to take on board new ideas & and adapt them further to make them his own. Ambitious and passionate about everything in retail.

**Marketing** Merchandising, launching promotions, Market awareness, commercially driven

N**egotiating**  Strong persuasion skills, good communicator, excellent interpersonal skills,

**Dynamic** Sales driven, energetic, self motivated, desire to succeed, well presented

**Smart** Long term analysis, capacity for innovation, aware of fashion trend

**Career History**

**(Fashion Clothes Retailer)**

Store supervisor August 2013-present (IBN BATUTA MALL Dubai)

Responsible for overseeing the day to day running of a large retail store (1850 SQF, 05 staff, (3, 500,000 turnover per annum) leading to team to deliver exceptional customer services in a fast paced and constantly changing retail environment. Ensuring the store is operational at all times and that the range of clothes displayed meet the customer needs.

**Duties & Responsibilities**

* Daily briefing on current business updates/achievements/%/required Average
* Make sure the right things being done, by the right people, at the right time, in the right way
* Bringing the latest trend of the high street
* Training, appraising and supervising staff
* Taking the time to coach colleagues by example every day, on and off the shop floor
* Maintaining awareness of market trends in the retail industry, and monitoring what local competitors are doing
* Ensuring the necessary health and safety checks are completed daily
* Analyzing sale figure and forecasting future sale volume to maximum profit
* Responding to customer complaint and comments
* Weekly staff/store performance report
* DSR/Division-Department report/weekdays and weekend comparison
* Sale to sale/non sale days comparison report
* Daily briefing checklist/daily task for staff

**Shoe Mall (A house of life style) April 2012 to June 2013**

Assistant Retail Manager

Key Competencies

* Maximizing the profits/increase sale volume
* Experience of managing small retail store with 04 staff team
* Proactive and able to use initiative with a ‘common sense’ approach to solving problems
* Taking the initiative, especially when it comes dealings with customers

**Lark & Finch March 2011 to April 2012**

Senior sales Associate (Pakistan’s first export quality shoe Brand)

**The Cambridge Shop June 2008 to February 2011**

Retail Sales Assistant (Pakistan’s largest Men’s Formal Brand)

* Perform day to day sales at retail outlet
* Replenishment/re order/sale stock received and display
* Customer service according to company defined rules,

**Achievements**

* Start as a sales assistant in G2000 then by and large promote as senior sales/ second in charge /store supervisor
* Session 2014 mid to 2015 announced as **Best Employee Of Brand,** appreciation letter/cell phone from COO (chief Operating Officer)
* Session 2015 mid to 2016 announced **Employee Of The Year**

**Academic Qualifications**

University of Punjab Bachelor of Arts 2006

BISE Lahore HSSC 2011

BISE Lahore SSC 1999

**Reference Available upon request**