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**Asik**

**Asik.347515@2freemail.com**

**Date of Birth : 24th Aug 1986**

**Visa Status : Employment visa**

**Language : English, Arabic, Hindi, Urdu & Bengali**

**Driving License : Yes (uae)**

***Asset and Capabilities:***

Commitment to Quality & Result. Responsible and Pro Active. Presentation & Leadership Skill. Excellent problem solving.

Computer proficiency. MS-Word, MS- Excel, Power Point Presentation, Internet surfing.

***Highest Degree:***

MBA, Marketing & Retail

E. I. I. L. M; 67.22 % 2009(2 years full time)

Higher National Diploma in Aviation Hospitality & Travel Management from Edexcel,2008

B.A (H) –Under Calcutta University

***Training Undergone:***

* BBC English Edge from Frankfinn Institute of Air Hostess Training.
* IELTS under British Council

***Work Experienced:***

**ALYASHMAC Fashion Retail Trading L.L.C**

 **Dubai United Arab Emirates**

**July 2013 to Present**

***Position: Retail Operations & Marketing Supervisor.***

* Drive sales team **15 ALYAHMAC Retail outlets** all over U.A.E & Qatar.
* Controlling all sales team individual performance & assure them all outlets achieve there monthly target.
* Prepare new business plan for Meet revenue targets.
* Organizing showcases & Display merchandising.
* Maintaining all store brand value, brand development, product positioning.
* Arranging marketing planning & Execution coordinate corporate & Promotional events, advertisement inside mall, fashion show, event activity.
* Tracking competitor activities and implement new marketing plan.
* Deal with mall management leasing department & project team for new new shop opening on time.
* Follow up with mall management retail design management, DCD inspection, F.A Completion certificate.DM Inspection and completion certificate for shop opening.
* Activate corporate sale & making new wholesale deal identification of partners and distributors for company..
* Following all operation requests from mall for existing shop maintains requirement.
* **Special dealing with Dubai duty free & sarjah duty free Alyashmac kiosk .**

**RESPONSIBLE FOR (18 outlets) ALL THIS MALL Alyashmac OPERATION,SALES & MARKETING** .

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| Dubai | ARABIAN CENTRE | DEIRA CITY CENTRE | HAMRINE CENTRE | JUMERA BECH CENTRE |  |  |
| ABUDHABI | MERINA MALL -2 outlets | DALMA MALL | KALIFA STREET |  |  |  |
| SARJAH | MEGA MALL  | SHARA CENTRE  | ROLLA MRKT | SARJAH CITY CENTRE |  |  |
| ALIN | JIMI MALL | ALIN MALL |  |  |  |  |
| FUJERA  | LULU MALL |  |  |  |  |  |
| RAK | AL NAIM MALL | KUWATI MRKT | AL SAFIR MALL |  |  |  |
| QATAR | CITYCENTRE QATAR |  |  |  |  |  |

**Worked in Coca Cola 1 year**

**India**

***Position: Territory Sale Executive***

* Drive own sale team with efficiency result.
* Look after territory sale.
* Handling Horeca, direct and indirect operation in my territory.
* Increasing new retail for company territory.
* Promotion & establishment company new product in the market.

**Worked in Ganga High-Tech PVT Ltd 1year**

**India**

***Position: Business Development Executive***

* Increasing sale b2b service and implement new retail for company.
* Achieving of target for the assigned industrial product, like pumps,upvc pipe,copper etc category as per the deadline set by top management.
* Representing the organization at trade exhibition,events & demonstration

**Worked in First source LTD 1year**

**India**

***Position: Customer Service Associate.***

* Increase sales.
* Understand customer expectation levels concerning quality
* Consistent efforts to reduce costs..