**RANIEL**

**Sharja UAE**

**Visa Status: Visit Visa** **RANIEL.352577@2freemail.com**

***Summary:*** Highly organize and independent; able to effectively coordinate task to accomplish project with timeless and creativity and effectively to accomplish multiple task and stay calm under pressure

**EMPLOYMENT:**

***NIKE (GMG) SALES ASSOCIATE***

***2014 – 2016 DUBAI U.A.E***

* Assists customers while providing information about the right product technology, features and benefits.
* Build and maintain guest experience standards in order to build strong loyalty
* Communicate with customers to assess and satisfy their needs, and meet or exceed their expectations.
* Achieve or exceed the store and individual target.
* Ensures the product offer available to customers is maximized in assigned area of responsibility by replenishment from the stockroom to the sales floor.
* Applies knowledge of Retail KPIs to make viable decisions that drive achievement of established sales targets.
* Tracks performance data for assigned area of best sellers, non-sale item, space allocation, etc. and makes necessary adjustments to drive productivity and efficiency.
* Guides and trains team members on basic core and seasonal product knowledge.
* Understand customer expectations and coaches team to meet or exceed them at all times.
* Maintain high standards of Visual Merchandising housekeeping in term of cleanness, display and stock rotation
* Understand customer expectations and coaches team to meet or exceed them at all times

***INDUSTRIAL MATERIAL SUPPLY PROCUREMENT OFFICER 2011 – 2013 JEBEL ALI FREEZONE***

* Answering all the inquiries and correspondence.
* Ensure timely delivery of purchase orders to client.
* Provide administrative support to managers and team.
* Sending and follow up inquiries to suppliers and manufacturers
* Identifying potential suppliers, visiting existing suppliers, building and maintaining good relationships with them;
* Sending material inquiries, purchase orders, data entry
* Coordinate and negotiate with the international and local supplier

***VILLEROY AND BOCH SALES ASSOCIATE***

***2009– 2011 DUBAI U.A.E***

* Greet customers and find out the customer's needs and recommend, select and help locate the right merchandise.
* Achieve the sales target by using advanced sales techniques and product knowledge
* Answer customer queries regarding the store and the merchandise and make suggestions and encourage purchase of products
* Bag or package purchases or gift wrap merchandise
* Organize and process merchandise exchanges
* Arrange and display merchandise and keep merchandise area tidy
* Cleaning, prepare stock in hand, participate in inventories.

***SM DEPARTMENT STORE VISUAL MERCHANDISER***

***2003- 2009 PHILIPPINES***

* Organize and adjust lighting systems to enhance visual elements.
* Ensure compliance of brand standards in visual merchandising efforts.
* Perform or delegate the day-to-day care of a store
* making sure it is stocked, clean and ready to open
* changing displays for new products and promotions as needed
* Dress mannequins in clothes that are on the top range within the store
* Make sure that other decorations on the window display are handled in an aesthetically pleasing manner
* Formulate and implement marketing gimmicks with a view to attract customers to step inside the shop

**SKILLS:**

* Ability to work in a team
* Creative and resourceful
* Customer service skills
* Excellent communication and negotiation skills
* Flexibility and punctuality
* Excellent in machine and computers
* Good presentation
* A passion for the retail industry
* Comfort with shifts
* Comfort with physical work

**EDUCATIONAL BACKGROUND:**

**HOLY ANGEL UNIVERISTY** (1998-2002)

Bachelor of Science in Business Administration Major: Marketing

**Studied Computer Aided Design**

MICROCAD (2008)

**Secondary school**, Don Justino Sevilla High School (1994 – 1998)

**Elementary**, Bacolor Elementary School (1988-1994)

*References and other relevant documents are available upon request.*