# OHAMMED

# OHAMMED.353194@2freemail.com

***Aspiring for senior level Assignment in Hospitality/Retail & Sales and to strive for excellence through working in an environment, that is intellectually stimulating, & personally satisfying; which ensures opportunities for growth in my career.***

**SALES / CORPORATE BRANDING**

**● Strategic Planning ● Organizational Development** **● Team Building ● Project Execution**

Extremely motivated and result-driven sales, marketing and brand identity professional with exceptional leadership and negotiation skills. Demonstrated ability to streamline operations and increase productivity and company’s profit. Skilled in the creation and implementation market specific promotional strategies that generate measurable increase in market share, sales, profitability, and an extensive background in the following broad-based competencies.

* Marketing & Sales
* Brand Promotion strategies
* Print Media Promotions
* Customer Relationship

**PROFESSIONAL EXPERIENCE**

**Oct-2015 to Present: “Operations Coach/Manager” in Al Baik Food systems (Al Baik, KSA) in Makkah & Madinah, Saudi Arabia.**

***Responsibilities*:** Handling multirestaurants to run on SOP's, ensuring customer satisfaction, Sale improvement, Better performance in different functionality Audit.

***April-2014 – Oct -2015***: “D Mart” Supermarket “Avenue super mart ltd” as a **Store** **Operations** ***Manager***.

Handling about 200 manpower of deferent departments turnover of 6 Cr INR pm & 72 Cr INR p.a ensuring business runs on SOP’s and profitable.

***Responsibilities*:**

* Managing the overall store operations, sale, man management, marketing, SOP’s and compliance.
* Managing a team of 200 people working under a roof with a turnover of 6 Cr a month.
* Ensuring end of the month delivering a good result of Process and Margin.

***Oct 2005 – April-2014:* YUM International, KFC Restaurants India Pvt ltd *(Hyderabad, Andhra Pradesh)***

***Designation: Restaurant General Manager.***

*Mar-2010 to till date: Restaurant General Manager*

*Mar-2009 to Feb-2010: Assistant Manager*

*Mar-2007 to Feb-2009: Shift Manager*

*Oct-2005 to Feb-2007: TM*

**Reporting Official: Area coach**

***Responsibilities*:**

* Managing the overall Store marketing, brand building & product promotion and sales support activities to ensure successful achievement of business objectives (annual sales target). And driving business towards profits.
* Ensure that established & new launch products achieve significant market position.
* To drive new product launches from planning to execution stage, in coordination with the sales team and work towards making the products available all the time.
* Monitoring product movement and consumer reactions through focus groups and market research
* Executing Brand Image building exercises through various PR tools.
* Building brand awareness, ensuring positioning in tune with market requirements and competitor profiling to capture optimum market shares.
* Using Information technology to record sales figures and for data analysis and forward planning; Cash Management, Store Expenses, Remittances ling with staffing issues: interviewing potential staff; conducting performance reviews; and providing or organizing training and development;
* Ensuring standards for quality, customer service and health and safety are met;
* Updating colleagues on business performance, new initiatives and other pertinent issues;
* Touring the sales floor regularly, talking to colleagues and customers, and identifying or resolving urgent issues;
* Maintaining awareness of market trends in the retail industry, understanding forthcoming customer initiatives, and monitoring what local competitors are doing.
* Commitment to customer satisfaction
* Interaction with customers: receiving orders, processing sales and monies, and managing customer issues. & Maintaining quality product.
* Training and motivating team members. Enthusiasm and willing to learn
* Uncompromising standards in maintaining a clean and safe work environment (per Labor Board and GOVT regulations and Company standards), maintaining a clean parking lot, building exterior, dumpster and boardwalk, including removal of trash within containers to proper dumpster site(s).
* Preparing/making/transporting deposits, preparing proposed labor schedules, product projections, financials for store manager’s review/approval
* ***Remarkable Achievements:***
* *Achieved 2 times best RGM in Asia award (Awarded in Hong Kong in 2011 & Awarded in Japan in 2012) AND 2 Times India’s best RGM (Awarded in Rajasthan in 2011 & Awarded in Goa in 2012).*
* Promoted from team member level to Shift Manager, Asst. Restaurant Manager and then Restaurant General Manager with in 4 years of joining.
* 2 times Got No1 place in (VOC) all India team feedback on approachable manager.
* Actively participation on inauguration on new outlets at Hyderabad.
* Got Managing Director Recognition on achieving product sale targets. (Snack box)
* Got 4 times Employee of the month award by business support Manager out of 1000 employees only in Hyderabad.

***Academic Credentials: IT Skills:***

* **B.Com (Comp)**  **May,2004-05**

Nagarjuna Degree College – Nalgonda, **Osmania University)**

Well versed with MS office 2007, Microsoft Word, Microsoft Excel, PowerPoint Presentation, Windows Xp/Vista/7, and Internet.

***Co-Curricular Activities: Personal Details:***

* I was the member of National cadet corps (**NCC) “B”** and “**C”** Certificate of Excellence with A and B Grade.
* I was the member of Inter College under 19 hockey tournaments held @ Cuduppa. Andhra Pradesh.
* Participated in cultural activities at School and Graduation level.

Date of Birth : 14th December 1982

Marital Status : Married

Lead Time of Joining : 30 days from the date of Appointment letter issuance.

Driving license availability: Indian & Saudi Arabian

**I hereby declare that all the above-mentioned details are true to the best of my knowledge.** Date: