# SUMMARY

3+ years’ progressive experience working in retail environment Proficient in overseeing store operations and achieving set goals, understanding marketplace needs and strategies needed to drive sales and success in diverse retail assignments. Strong interpersonal skills and solid ethical behavior aimed at managing both assets and employees.

# EXPERIENCE

**Mohamed**

[**Mohamed.361047@2freemail.com**](mailto:Mohamed.361047@2freemail.com)

**Retail Store Manager**

# AREA OF EXPERTISE

+ Business Development

+ Merchandising Standards

+ Retail Marketing

+ Stock management

+ Operational Management

+ Customer Satisfaction

+ People management

+ Cash Management

# PERSONAL SKILLS

+ Resilience

+ Tactful & Articulate

+ Administrative Organizing

+ Problem Solving

+ Decision Making

+ Conflict Resolution

+ Team Player

+ Integrity

# PERSONAL DETAILS

Date of Birth: 11-05-1991

Marital Status: Single

Nationality: India

Visa Type: Long Term Tourist Visa

**STORE MANAGER**

**FASHION WALK RETAIL PVT LTD, India** (July 2016 – March 2017)

**STORE INCHARGE**

**LANDMARK GROUP, Babyshop, Saudi Arabia** (March 2015 – March 2016)

**STORE SUPERVISOR**

**KHADIM INDIA LTD, India** (July 2013 – January2015)

# ROLES AND RESPONSIBILITIES

Responsible for managing the day-to-day operation of the store, setting customer service standards, and launching initiatives to hit sales targets. As well as developing and motivating a team, whilst ensuring everyone adheres to company policies and procedures.

* Driving operational, visual and customer service standards in store.
* Monitoring and reviewing store performance on a regular daily, weekly and monthly basis.
* Implementing store compliance and health and safety procedures.
* Maximizing sales through effective merchandising and marketing.
* Deciding on store layouts.
* Recognizing and rewarding good staff performance.
* Monitoring product availability levels and replenishes stocks to ensure 100% availability.
* Implemented controls designed to reduce overall shrinkage level.
* Spearheading a team of highly motivated and drives them to our SOP.
* Working with the visual team to manage displays within the store.
* Actively monitoring competitor activity.
* Managing the store profit & loss account within budget.
* Getting feedback and capturing data from customers.

# ACADEMIC CREDENTIALS

**MBA** (Marketing &HR – 2011 – 2013)

Sri Krishna College of Engineering and Technology,Tamilnadu, India

**Bachelor of Science** (Computer Science –2008 –2011)

PSG College of Arts and Science,Tamilnadu,India

# ADDITIONAL DETAILS

**Languages:** Tamil,English,Hindi,Arabic

**Technical Skills**: MS Office applications, Retail software, POS

**Certification:** Short term course on Retail Sales by SafalSkills Pvt Ltd, Delhi