**Muhammad**

**Muhammad.363118@2freemail.com**

**OBJECTIVE**: A challenging, growth-oriented opportunity in sales and retail management.

**SUMMARY OF QUALIFICATIONS**

**Education** Philippines Christian University, Manila, Philippines

 Master’s Business Administration, 1991-1993

 National College, Karachi, Pakistan

 Bachelor of Science, 1986-1990

**Training** Seven Habits of Highly Effective People- Steven Covey

 What Matters Most-Steven Covey

 Retail Management Training:

* Completed 24 week course of ADSM
* Completed 4 week course of LEAP
* Store Operations Management
* Pharmacy Operations Management
* Inventory / Loss Control
* P&L Statements
* Scheduling & Payroll Management

**Skills**

* Microsoft Office
* POS
* Sign Plus / Payroll
* Inventory Systems / KPI’s
* More than 18 years’ experience in management; implementing policies & procedures, addressing business goals, strategic planning and cost control
* Solid skills managing financial controls; P&L, labor budget, cash management, payroll, spread sheets, sales reports, internal controls and forecasting
* Strong skills in retail sales and marketing; promotions, developing marketing plans, implementing sales strategies and launching new products and selling techniques
* Comprehensive experience in staff development; recruiting, hiring, training, motivating and team building
* Expertise managing customer service objectives; Identifying and resolving problems, promoting store image, building customer loyalty and commitment to excellence

**Languages**: Fluent in English, Urdu and Hindi

**EMPLOYMENT HISTORY**

 **2007-Present: Walgreens Drug Store**

 Store Manager - Denver, Colorado:

Walgreen was established over a century ago and has grown into a national corporation. Walgreen Co. has nearly 8100 retail pharmacies, making it the largest pharmacy chain.

* Supervised and participated in merchandising and stocking of items to increase sales
* Analyze and manage inventory to maintain or reduce inventory budget
* Operate store by open, closing and managing day to day operations
* Lead and promoted teamwork by resolving conflicts, strong communication and motivation
* Analyze financial and performance data and develop action to increase sales and control costs

**2004-2007: Walgreens Drug Store**

Assistant store Manager - Boca Raton, Florida

After joining Walgreen, went through an extensive training program going over Store Performance, Operational Excellence, Customer Satisfaction, Loss Prevention and Profit and Loss.

* Learned to run day and night shift
* Learned to manage cash and Inventory Control

**2000-2001: Trichmeer**

Business Development Manager- Karachi, Pakistan

Trichmeer is a leading name active in diversified areas of marketing and distribution of consumer packaged goods, manufacturing of plastic product and cleaning chemicals.

* Manufacturing of Baby Feeding Bottles
* Cleaning Chemicals for Hotels, Hospitality Industry and Hospitals
* Marketing & Distribution of Imported Confectionery, Gifts item and Tobacco Products

 **1994-2000: Nabsons Limited**

 Manager Sales & Marketing – Karachi, Pakistan

 Nabsons is diversified in field of manufacturing, Imports and Exports. Nabsons specializes in various world renowned brands like Moulinex, Delsey, Turboair and Coleman consumer products.

* Represented company in various seminars, trade shows in America, Canada, France, Dubai
* Conducted Product Training and Consumer support workshops for Duty free Shops
* Motivated and assisted dealers and staff to achieve maximum customer satisfaction

 References Available On Request