# SHOYEB

# Abu Dhabi

# Email: shoyeb.375036@2freemail.com

***Retail Sales Professional 10 years of Professional Experience***

Over 10 years’ experience in operation of retail store, obtaining the sound expertise in sales & Business Development, merchandising, placement ,store branding techniques in order to create inviting impression for customers.

 Strong sales support, project management, staff leadership and training skills.

##  Core Competencies

* + Retail Management
	+ Customer service skills
	+ Interpersonal Skills
	+ Team Management
	+ Confidence
	+ Budgeting skills
	+ Communication Skills
	+ Decision Making Skills
	+ Negotiation Skills
	+ Organizational Skills
	+ Leadership skills
	+ Multi-tasking skills.

##  Occupational Contour

**Sales Manager**

 ***Netvision LLC, Abu Dhabi***

**Feb 2017 – Present**

**Achievements:**

Awarded as the best Department manager of the year 2015 in recognition of excellent performance.

 **Key Deliverables:**

* Managing the sales of CCTV systems and other security products for the industrial and

 Home clients

* Establishing relationship with the contractors of surveillances and system projects
* Developing surveillances system products range and partners
* Managing and Developing a sales team
* Selling a range of security solutions includes CCTV, ACCESS SYSTEMS,VIDEO ANALYSIS,

STRUCTURED CABLING Etc.

* Provide site survey system design, quotation and close the contracts.

**Department Manager H&M F&F**

 ***Alshaya, Dubai***

**Mar 2013 –Dec 2016**

#  Key Deliverables:

* Managed complete store operations which included training, maintaining the staff and the store requirements.
* Ensured smooth coordination between the staff and the customer.
* Handled activities like planning, observing and motivating the staff for better results for the store.
* Keeping the customer requirements in mind, organized warehouse- store stock and managed overall back

 Office Operations.

* Established customer relationship to increase the sale and progress of the store
* Sustained inventories and reviewed merchandise activities, growth and total value of the store.

Maintained MIS and other reports to all the departments of the management. Displayed plans, analyzed operations and shaped financial statements for gaining more profit.

* Responsible for targeting and achieving sales oriented goals by training, inspiring and providing feedback to the staff members.
* Maintained the constant reputation and stability of the store and prepared promotional sales for more development.
* Ensured agreement with legal requirements.
* Reported to Line Manager.
* Joined Alshaya group LLC as a Sales Associate and consistently handled the sales performance of 16 people.
* Successfully achieved sales targets and proved my skills since October and was appointed as a Department Manager.

**Store Supervisor H&M F&F**

***Alshaya, Dubai***

**Oct 2008 - Mar 2013**

# Key Deliverables:

* + Supervised the retail staff, cashier and handled the store.
	+ Prepared annual budget, scheduled the expenses, analyzed the changes and introduced different actions for the customer satisfaction.
	+ Maintained the store inventory and kept a regular check on the items in the store.
	+ Monitored the back office operation with proper dedication.
	+ Coordinated with customer within the store for understanding and delivering their requirements accurately.
	+ Supervised local competitors to identify the level in the market.
	+ Identified the current and future movements and planned different plans for appealing the customers.
	+ Managed the staff and different departments while maintaining a professional attitude.
	+ Reported to Department Manager/Assistant Store Manager.

##  Professional Education

**High School Graduate**

*MMHS ,Chennai, India*

**may 2000 - May 2002**

##  Personal Contour

* **Date of Birth** 10th April 1982
* **Marital Status:** Married
* **Languages Known:** English, Arabic, Hindi, Urdu, Tamil
* Hobbies & interest: Sports/Reading/Current Affairs

## Awards& Achievements Skills

* Employee of the month MS Office and Excel Application.
* Shoppie Award Word Application, PowerPoint Web
* Long Service Award Operating Systems.
* Target achieved
* Designer collaboration sale