**YOUSUF**

**CONTACT DETAILS**

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**Retail store manager**

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*AREA OF EXPERTISE*

*Retail operation*

*Store operation*

*Sales & marketing*

*Auditing the stores*

*Product management*

*Team management*

*Strategic planning*

*Cash management*

*Hiring new staff*

*AREA OF EXPERTISE*

*Maximise store contribution through exploiting every opportunity to drive sales, reduce stock loss and maintain cost controls. Delivers the highest level of motivation and development of team members and ensures individual and store compliance with all company regulations and procedures.*



*AREA OF EXPERTISE*

*Plan, control and direct activities of the field sales force to secure maximum sales volume and profit target and to develop maximum potential sales from all market for the company’s product to achieve sales targets in the assigned territory selling existing and new products.*

*AREA OF EXPERTISE*

*For flagship stores, or for a combined store unit, leads store/sales managers to maximise store contribution through exploiting every opportunity to drive*

**PERSONAL STATEMENT**

Pro-active and result oriented professional with high experience with program abilities in international brands retail store management, layout planning, strategic planning, achieving corporate objective, delivering exception rather than expectation, managing projects, analysis, team building, people management, market research decision making, training and motivation. Demonstrated hands on management in the development and implementation of strategic plans with proven success in sales and new business development. Fluent in English. Arabic and proficient in Microsoft office products.

**WORK EXPERIENCE**

**Aswar al Bilad trading company–(Saudi Arabia) NOV 2016 TILL DATE**

Responsibilities:

* Planned and managed day to day operations for corporate office.
* Coordinating meeting and networking events.
* Analyzed and organized work process and procedures.
* Maintaining office equipment & arranging any repair or

replacement .

* Translate the annual sales plan into quarterly and monthly, weekly

operational plans and develop, on a regional scale, sales target and

volume goals for each products/brands, in conference with the

regional

* manager creating and implementing new administrative system.

Actively tracks sales movement of competitors products and

marketing activities through sales executive channel and marketing

intelligence and communicate exception scenarios to regional

manager.

* Communicates pricing internally and to customers in the area

handled.

**APPREAL GROUP OF RETAIL**

**R&B RETAILS STORES-(Saudi Arabia)** **September 2014 TO august 2016**

Responsibilities:

* **SALE**: Set and monitor store objectives. Decide on store layout,

stocks positioning, visual enhancement, availability

management. Recommends brand feedback customer request,

and in-store promotions.

* **VISUAL MERCHANDISING:** Drives highest possible standards of

in-store visual impact. Ensures brand/layout guidelines are

being correctly followed to deliver brand value and ensure

corporate handwriting is evident in presentation. In

conjunction with visual merchandising team, ensure up date

look to window displays. Drives sales floor presentation and

housekeeping/recovery principles to the highest standards by

regular walk through and correct action/coaching.

*AREA OF EXPERTISE*

*Maximise store contribution through exploiting every opportunity to drive sales, reduce stock loss and maintain cost controls. Delivers the highest level of motivation and development of team members and ensures individual and store compliance with all company regulations and procedures.*

*AREA OF EXPERTISE*

*Sales. Reduce stock loss and maintain cost controls. Delivers the highest levels of motivation and development of team members and ensures individual and store compliance with all company regulations and procedures. Contributes to and undertakes operations management*

minimum possible and achieves its cost targets, and actively seeks out

and implements any additional opportunities to reduce store

expenditure.

* **STOCKLOSS CONTROL:** Ensure store achieves defined stock loss

targets. Ensure store accurately carries out all loss prevention activities

as defined by their stock loss action plans. Constantly seeks to improve

staff awareness stock loss issues. Actively seeks out and implements any

additional opportunities to reduce stocks loss.

* **PEOPLE MANAGEMENT:** Initiates and promotes highest standards

of in store training including weekly communication ,daily de-briefs,

product knowledge and on the job coaching. Identifies areas of training

need within the store and develops or arranges programs to address

them. Identifies individuals with potential within the store and

formulates action plan or allocates additional responsibilities to

further their development. Ensure all stores vacancies are filled with

highest quality possible candidates.

* **ADMINISTRATION:** Ensure store enacts and is fully complaints with

all required administrative procedures according to company guidelines

and within deadlines. Ensures an effective communication of issue and

ideas between store and operational management.

**STORE MANAGER**

**LANDMARK GROUP OF RETAIL**

**BABYSHOP -MARCH 2009 TO JUNE 2014**

* **SALES & MARKETING:**Planing & scheduling individual/team

assignments to achieve preset goals within quality & cost parameters.

* **RETAIL OPERATIONS:** Creating initiatives.planing of

merchandising and execution increasing sales drive.planing for

adequate stocks and placing timely orders.incrasing square feet for

return thereby store profitability.

* **CLIENT RELATIONSHIP MANAGEMENT:** Handling the shop

floor interaction with customers for effective resolution of customer

grievances and obtaining feedback. Maximizing customer satisfaction

matrices by providing sales assistance achieving delivery And quality

norms.

* **TEAM MANAGEMENT:**Leading,training & monitoring the

performance of team member to ensure efficiency in sales operation and

meeting of individual & group targets. Handling department operation

with a team of 1 department head and 6 team members. Accountability

to ensure attractive merchandise display & over all department.

Conducting meetings for setting up sales objective and designing or

streamlining process to ensure smooth functioning of sales operations.

* **MATERIALS/INVENTORY MANAGEMENT:** Ensure that all

norms related to stocks holding are met. Supervising the movement of

coming material and unloading in proper location, monitoring

availability of stock making appropriate arrangements to ensure on time

* stock making appropriate arrangements to ensure on time deliveries

**PROFESSIONAL SKILLS**

*English(Fluently)*

*ARABIC(Good)*

*Driving License*

*Fire trained*

*Basic first aid*

**PERSONAL SKILLS**

*Time management*

*Communication skills*

*Adaptability*

*Attention to details*

*Problem assessment*

*Decision-making*

*Hard working*

*Flexible to relocate any location in Saudi Arabia*

*Good team player*

*New network skills*

*Damage control and loss management*

*Key account management*

ensure reduction in stocks holding & increased stock turnover.

**EDUCATIONAL QULIFICATION**

Passed B.COM (bachelor of commerce) from (OSMANIA UNIVERSITY,) Hyderabad in 2003.(business law & web programming)

Passed intermediate exams (CEC) in first division in march 2000.form (st.andrews junior college) .Hyderabad.

Passed secondary school exam in 1998 form (al makkah high school).Hyderabad.

Technical proficiencies include: MS access, outlook, excel power point, quick box.

**KEYS SKILLS AND COMETENCIES**

*Motivating others*

*Impacts*

*Developing talent*

*Result focus*

*Commercial orientation*

*Customer understanding*

*Comfortable with windows. MS OFFICE .Excel. PowerPoint and internet concepts*

*Practical methodical and accurate proven good judgement skills and creative*

***PERSONAL INFORMATION***

* Date of birth : 22nd Feb. 1981.
* Nationality : Indian.
* Marital status : Married.
* Current location : DUBIA (United Arab emirates).
* Saudi driving :exp-04/04/2022
* Languages :English .Urdu .Arabic and Telugu.
* Physical status :Healthy. All immunization correct.

***DECLARATION***

I do here by declare that all the above particulars are true of the best of my knowledge and belief. Further aim sure that if a chance is given to me to serve in your esteemed organization’s will give my full efforts towards the betterment.