|  |  |
| --- | --- |
| **Gulfjobseeker.com CV No:** **247722****Mobile +**971505905010 /+971504753686To get contact details of this candidatesSubmit request through Feedback Link<http://www.gulfjobseeker.com/feedback/submit_fb.php>Picture 1 | **Objective** |
| An ambitious and self-motivated individual who has the necessary skills and personal attributes required for a successful area manager. Boasting an established ability to deliver growth, maximize sales and achieve set targets. Having a background in multi-site retail management and a knack of bringing out the best in others. Prepared and available to take on a challenging role in any fast paced highly competitive market place.Currently seeking an appropriate highly autonomous area manager position with an aspiring and high profile company. |
| **Work Experience** |
| Medicina pharmacy chain, UAE.January 2014 till dateArea Manager/Purchase In-ChargeIn charge of a designated area (which covers several counties) as well as the daily management and supervision. Responsible for making regular visits to branches to ensure high levels of in store standards, monitor stock control, security and staff performance.**Duties:*** Involved in acquisition of new branches.
* Visiting and developing existing stores.
* Inspiring and motivating staff to increase sales.
* Deciding which staff members will be promoted.
* Taking action to address underperforming stores.
* Coaching, challenging and supporting employees.
* Involved in the setting of sales and financial targets.
* Oversee each store location and monitor and report on performance.
* Identifying and delivering all relevant / appropriate opportunities.
* Comprehending, interpreting and analyzing sales figures.
* Ensuring presentation and compliance in stores are up to company standards.
* Arranging and chairing team meetings to discuss strategy.
* Implement a retail plan for my area in line with company strategy.
* Having overall responsibility for marketing, media exposure and press releases in my designated area.
* Mediating and resolving disputes between customers or suppliers and the company.

LHC Group, Dubai, UAE.January 2010 – January 2014Senior Store Manager**Duties:*** Managing a fast-paced store providing excellent customer service experience to all customers.
* Be accountable to maximize store contribution through exploiting every opportunity.
* Reduce stock loss, maximize merchandising opportunities and maintain cost controls.
* Manage store operations on a day-to-day basis, driving sales and maximizing profits.
* Work closely with brand team, providing feedback about the product and the range.
* Deliver high levels of motivation & development to a diverse team whose first language is not English whilst ensure individual and store compliance with all company regulations & procedures.
* Bring positive recognition to the brand through effective communication.

Medicine Shoppe Arabia, Dubai, UAE.Feb 2007 –January 2010Chief Pharmacist.Al Ezaby Pharmacy Chain, Cairo, Egypt.August 2003 – August 2005Pharmacist In-Charge.Al Nahdy Pharmacy Chain, Saudi Arabia.October 2001 – July 2003Chief Pharmacist.Novartis Pharm, Cairo Egypt.January 2001 – October 2001Medical Rep. (Cardiovascular line).**PROFESSIONAL EXPERIENCE****Managerial attributes:*** Experienced in development and performance management.
* Can drive KPI's and sales in order to achieve budget.
* Ability to ensure ongoing improvement of customer service standards across the area
* Managing underperforming team leaders and employees.
* Leading retail teams at disparate locations.
* Targeting and developing specific markets.
* Improved morale of coworkers by rewarding good work performance, leading by example and using humor to diffuse stressful situations.
* Extensive knowledge of health and safety, environmental health and legal requirements.

**Personal attributes:*** Having the required confidence, drive and enthusiasm.
* Possessing exceptional communication skills.
* Ability to lead a team.
* Strong interpersonal influencing skills.
* Approaching every task with passion and enthusiasm.
* Thriving in a high volume, pressurized environment.
* Coming up with new ideas.
* People development.
* Ability to maintain and grow key relationships.
* Thinking clearly under pressure.

**KEY COMPETENCIES AND SKILLS*** Innovation.
* Decision making.
* Commercial acumen.
* Controlling costs.
* Time management.
* Talent reviews.
* Organizational skills.
* Providing coaching.
* Sales minded.
* Resilience.
 |
| **Academic Qualifications** |
| * BSc in Pharmaceutical Science, Bachelor (BSc/BA), May 1999, Cairo, Egypt.
* Holding KOH, MOH & DHA Licenses.
 |
| **Additional Trainings** |
| * Pharmaceutical ethics
* Management and Leadership Skills
* Coaching & Mentoring
* Marketing Strategy Plan
* Business Relationship Management
* Presentations & Recruitment Skills
* Customer Service & Cross-Selling Skills
* Basic Purchasing Skills
 |