[Rahman.7812@2freemail.com](mailto:Rahman.7812@2freemail.com)



**Personal Data :-**

* Rahman
* Nationality : Bangladeshi
* Religion : Islam
* Marital Status : Married
* Language : English & Arabic
* Iqama profession : Sales Manager
* Location Preference : Willing to relocate at any location in the world.

**Current Address :**

Mohammed Masudur Rahman

Senior Store Manager ( Career Level Professional )

Mothercare Al Diyafah Mall Makkah

Alshaya International Trading Co W.L.L

P.O. Box # 18587

Jeddah # 21425

Saudi Arabia

**Education :**

BA (Bachelor of Arts from University of Chittagong Bangladesh 1988)

**Computer Skills & Other Training Attended in Alshaya head Office 03/04.**

* Window 7&10 and Xp Professional 1. Microsoft Word 2. Microsoft Excel 3. Microsoft Power Point 4. Internet Explorer > e-mail and most of websites.

**Under Mentioned all Training Provide by Alshaya International Trading Co W.L.L**

* Customer Service Training held in Jeddah Office
* Loss Prevention training held in Jeddah Office
* Store Operating Procedure Training held in Jeddah Office
* Profit Management Course held in Jeddah Office
* Five days Store Management Course held in Jeddah Office
* Performance Appraisal Training Attend several time in head Office
* MDP Training Coach for WP.

My Objective for 2017

Lead Store Team, Deliver Highest Possible Levels of Customers Service in Store. Achieves Brand Sales and Margin, Ensure Store Reflects Highest Possible Standards of Housekeeping and Recovery. Initiates and Drives Standards of in Store Visual Impact. Drives Merchandising and Layout within AVM Guidelines Maintains Overall Control of Stocks Replenishment to Ensure Levels are Appropriate for Store. Maintains and Review Layouts to Ensure best and worst selling lines are Correctly Positioned Accurately and Efficiently Communicates any Stock Issues

Ideas or Recommendations to Area and Operations Manager or Brand Teams Actively seeks out and Exploits and Additional Opportunities to Promote Sales maximize store.

Contributions Through Exploiting every Opportunity to Drive 1. Sales BP 2. Reduce Stock loss 3. Maintain cost controls 4. Plan Ahead to Accomplish Specific task for the store to have a good Result and Recover the back lock figurers vs. BP by 2017. 5. Extending Trading hours School Holiday and Ramadan & Hajj to Increase the Business .6. Major focus for VOC Satisfaction Score 2017 , 7. Internal Audit Score 8. Pricing issues, 9. Control of Store Administrations, 10. SFA/ MPS Need to Plan accordingly 11. I will Arrange to have some Brand Specific Training for my Store Team.

Delivers the Highest Levels of Motivation and Development of Team Members and Ensure Individual and store Compliance with (SOP) Standard Operating Procedure.

Love to do team work, most lovely thing is to lead the team, and I think I have excellent communication skill and professional attitude alone with this have strong ability to think and take decision at my own.  
  
• I am very much professional when I am at store doing my duty.  
• I do Enjoy my work and and always do that promptly.  
• I put my companies’ interest above of self interest.  
• I do agree that Motivation and Training can do well-fair of personnel's.  
• I do believe in Hard work, Honesty, integrity because in real prosper lies within these.  
• I think I can take decision at my Own feet.  
• I personally believe If my actions inspire others to dream more, learn more, do more and become more, than I am a leader.  
• The most important thing is to try to inspire people so that they can be great in whatever they want to do. The best way to inspire people to superior performance is to convince them by everything you do and by your everyday attitude that you are whole-heartedly supporting them.

**Work Experience :-**

1. **18Years 9months** Experience In Alshaya International Trading Co.W.LL.

**Responsibilities :-**

* **Sales – Commercial Orientation ( Store Standard Space Management And Report Making**
* **Stock Loss Control And Cost Control – Implements Stocks Loss Prevention And Cost Control Measures.**
* **Visual Merchandising – Customers Understanding ( Applies And Maintains Brand Guidelines For Store Standards & Visual Presentation).**
* **People Management - Developing Talent ( Evaluate Staffs Performance And Development Needs, Conduct In –Store Trainings, Prepare Training Materials.**
* **Administration – Ensures Store Enacts And Is Fully Compliant With All Required Administrative Procedures According To Company Guidelines And Within Deadlines. Ensures An Effective Communication Of Issues And Ideas Between Store And Operational Management.**

**Award Received From Alshaya International Trading Co.W.L.L**

* + - * **The Excelerator Awards Dec’99.**

Mothercare Al Hijaz Plaza Makkah (From Mr Mohammed Al Shaya) Recognition of Excellence and Sales Acceleration.

* + - * **The Best Performing Ramadan Store W.P 1999.**

Mothercare Al Hijaz Plaza Makkah ( Award Received From Operation Manager Mr Richard Mudie**)**

* + - * **The Best Performing Mothercare Store Vs, Budget Wp 1999**

Mothercare Al Hijaz Plaza Makka ( Award Received From Operations Manager Mr Richard Mudie**.)**

* + - * **ABCD Award 2003**

Mothercare Al Hijaz Plaza Makkah From RDM KSA Mr Riched ( for outstanding extra effort above and beyond the call of duty)

* + - * **The Best Achievement Award**

Monthly Store Visit September 2005 ( Award Received From Mr Iesmoenie Jakoet Sr.Operation Manager (W.P).

* + - * **The Best Achievement Award.**

Actual Vs Bp October 2005( Award Received From Mr Iesmoenie Jakoet Sr.Operation Manager (W.P).

* + - * **The Best Achievement Award.**

Actual Vs Bp Novbember 2005 ( Award Received From Mr Iesmoenie Jakoet Sr. Operation Manager (W.P)

* + - * **Going For Gold 2006 !!**

Going For Gold Compertition “Award Bronze Certificate Received From Director Of Operations Mr Richard Tarelli And Rdm K.S.A Mr Mark Senior.And Senior Operations Wp Mr Iesmoenie Jakoet

* + - * **SHOPPIE Service Champion Quarter 3, 2011**

***Fashion & Footwear Division SHOPPIE service Champion certificate received from Mr Osama Alsaba Regional Manager Group customer care and Mr Rezwan Hosen Operation Manager mothercare wp.***

* + - * **The Best Achievement Award *.***

***The 2012 and 2013 mothercare diyafa store stock take 106 week the very good achievement in county stock loss was sr.420.***

* + - * The best achievement award 9April2014.

The mothercare abraj center makkah internal audit score is **94.41**% **Auditor Mr Asif Ali.**