Nady

Sales professional

Mobile: C/o 0502360357

E-mail: [nady.378755@2freemail.com](mailto:nady.378755@2freemail.com)

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| **I desire to join as a sales manager – store manager in company that has vision for growth and advancement. In the long term, I aim to reach senior management level and further my growth with your team that will contribute to the company’s advancement.**  **Strengths :**   |  |  |  | | --- | --- | --- | | **\*Veteran sales professional** | **\* Customer service skills** | **\* Dedicated team player** | | **\* Business augmentation** | **\* Categorical thinker** | **\* Competent & Assiduous** | | **\* Linguistic long-practiced** | **\* Aptitude to learn** | **\* Contenting individuality** | |

**Sales functions**

**\* Perform sales activities and generate new clientele for the company product.**

**\* Show the best customer service and always give a positive feedback report to customer.**

**\* Monitor customer preference to determine focus of sales efforts.**

**\* Direct and coordinate activities involving sales of service or other subject of sale.**

**Manage product promotion, conduct presentation – product demonstration and participate in trade exhibitions, offers and product launch, determine price schedule & discount rates.**

**PROFEISSIONAL EXPERIENCE**

1. **Jashanamal National Company , Dubai , UAE**

**Since 95 years, Jashanmal has been a household name and a reliable partner for international fashion, footwear, home appliances, travel gear and publishing companies seeking to do business in the GCC.**

**As Assistant Store Manager Mar, 2012 till present.**

**Highly successful in defining company direction , achieving goals and optimizing business whilst delivering the highest standards in the competitive retailers , also skilled in optimizing team potentials through delivery within tight deadlines and budgets , whilst promoting best practice encouraging a self-development culture and trainers to train .**

**Duties & responsibilities**

* **Effectively communicate the company’s business strategy and objective to staff, ensuring their total understanding of job purpose and performance.**
* **Responsible of selection and recruitment of suitable sales personal.**
* **Day to day management of sales team including time management, assessment, training, and disciplinary issues.**
* **Insure that sales, product management and develop receive such support as they request.**
* **Create an appropriate department budgeting and annual sales business plans.**
* **Work with product management and marketing to help define / refine sales target achievement and ensure sales packages are developed and messages communicated to sales team.**
* **Ensure that the sales resources evolve in line with the marketing mission and company’s vision together with the sale team’s potentials.**
* **Inventory issues: maintaining stocks level, ensuring the quality of supplies, and supervising the quantity, type and scheduling of orders.**
* **Assisting customers and responding to customer complaints,requests,queries, and comment.**
* **Responsible for staying current on competitive analyses and understanding differentiators between the company and its competitors.**

**Achievements & awards:**

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| **DSS ( June & July 2012 )** | **The best store of category B – achieved 107%** |
| **BTS promotion ( August 2012)** | **Achieved 104 % against the target.** |
| **DSF ( Jan 2013 )** | **Winner as the best store of 2013 / achieved 140%** |
| **DSS ( June & July 2013 )** | **The best store of category B – achieved 126 %** |
| **BTS promotion ( August 2013 )** | **Achieved 114 % against the target.** |
| **DSS ( June & July 2014)** | **The best store of category B – achieved 113%** |
| **BTS promotion ( August 2014 )** | **Achieved 115 % against the target.** |
| **DSF ( Jan 2015 )** | **Winner as the best store of 2015 – achieved 105 %** |
| **BTS promotion ( August 2015 )** | **Achieved 122 % against the target.** |
| **DTS promotion (August 2017)** | **Achieved 100% against the target.** |
| **BSF (Jan 2018)** | **Achieved 117 % against the target.** |

1. **Landmark Gulf Group – life style, UAE.**

**One of the top three leading retail companies , in the middle east with a presence in all GCC countries , Europe and India with over 900 stores .the group operates into retail concepts like baby shop , splash , home center , shoemart, Max , Emax , fun city , spaces , etc…**

**As store supervisor since June 2006 till Feb 2012.**

**Duties & responsibilities:**

* **Managing and motivating a team to increase sales and ensure efficiency.**
* **Managing stock levels and making key decisions about stock control.**
* **Analyzing sales figures and forecasting future sales volumes to maximizing profits.**
* **Using information technology to record sales figures and for data analysis and forward planning.**
* **Dealing with staff staffing issues: interviewing potential staff, conducting appraisals & performance review and providing training and development.**
* **Ensure standard of quality, customer service and health & safety are met.**
* **Responding to customer complaints and comments.**
* **Organizing special promotion, display & events.**
* **Attending and chairing meetings.**
* **Updating colleagues on business performance, new initiatives and other pertinent issues.**
* **Touring the sales floor regularly, talking to colleagues and customers and identifying or resolve urgent issues.**
* **Maintaining awareness of market trends in the retail industry, understating forth coming customer initiatives and monitoring what local competitors are doing.**
* **Induction and orientation – (organizationstructure, business philosophy, company trading operation, company vision, mission & values, rules & regulation and other policies).**

**Education:**

* **Bachelor of Arabic language and Islamic science - Cairo University 1998.**
* **High studies of Islamic history – Cairo University 1999.**

**Personal details:**

**Date of birth : 28th Oct 1976**

**Nationality : Egyptian**

**Religion : Islam**

**Marital status : married**

**Visa status : Employment visa**

**Languages : Fluent in Arabic (mother tongue)&proficient in English.**

**Driving license : UAE valid.**

