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**Md Shaikh**

Email – [mdabdul-392900@2freemail.com](mailto:mdabdul-392900@2freemail.com)



Career Objective

* To Work in learning and challenging environment.

Utilizing my skill and knowledge to be the best of my abilities and contribute positively to my personal growth as well as growth of the organization.

* To Build a long-term career in organisation with healthy, positive and straight attitude.



PROFESSIONAL EXPERIENCE

**Store Incharge– AL FALAH Telecom - India.**

Running a small firm of Mobile repairing institute and repairing center.

Leading a team of more than 20 people in batches.

* **Responsibilities**
* Continous conduting the training to the new joinees.
* Responsible for overall showroom business.
* Collaborate with buyers, suppliers, distributors and analysts to negotiate prices, quantities and time-scales.
* Maximise customer interest and sales levels by displaying products appropriately with the help of store team.
* Forecast profits/sales and plan budgets.
* Monitor stock movement and consider markdowns, promotions, price changes, clear outs etc.
* Build constructive customer relationships and team with channel partners to build pipeline and close deals.
* Remain up to date with competitor best practices
* Dealing with all types of brand phone like NOKIA ,SAMSUNG ,SONY ,LG ,MI &iphone in terms of networking & repairing solution.



PROFESSIONAL EXPERIENCE

**ITMA Trading LLC ,DUBAI (UAE) - Since 2000 – 2001.**

Carrpets, Wood Flooring & Floor Tiles& More…

ITMA trading LLc is a dubai based company headed by Mansour Dadhoous which was (Former International Sales Director for MOHAWK industries) establisehed at 1990, solely representing and distriuting high quality flooring surface for 25 years. They have varities of soft & hard flooring products ranging from carpet, Hardwood & PVC. Their primary focus is to build and maintain strong partnership with consultants architects ,Interior designers ,Contractors, Developers and End Users.

Admin cum Sale–

Responsible to helps maximize the profit potential for a retail store or retail chain [by analyzing inventory](https://www.thebalance.com/merchandise-mix-2890200) risks and opportunities, and implementing inventory allocation strategies, the merchandising analyst improves [cash flow](https://www.thebalance.com/cash-flow-how-it-works-to-keep-your-business-afloat-398180) and increases [profit margins](https://www.thebalance.com/contribution-margin-in-retail-2890182).

Ensure that all company rules and procedures are followed with respect to stocks and assets.

To give proper feedback about the new arrival& Market status.

Provide PQR information’s timely

 Maintain showroom hygene and supervison the staff.

 Daily Floor walk and feedback to Showroom manager/Inventory Manager to discuss the way forward

Completion on daily task given in day to day checklist



EDUCATIONAL CREDENTIALS

Certified in Training Course by NIIT, Mumbai – India in 1999.

Commerce Graduate**From**Maharashtra Board **Mumbai – India in 1999.**

Certified in Training Course by ITES ENGINEERING & VOCATIONAL EXAM BOARD in 2007.



PERSONAL DOSSIER

**Date of Birth:**  10THAUG. 1977

**Languages Known:**  English ,Hindi& Marathi.

**Visa Expiry** September 30th.