

RESUME

IRFAN IBRAHIM OP

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SUMMARY

Highly motivated and organized store manager with over four years of experience in leading and motivating teams, achieving financial objective and ensuring superior customer service. Skilled in inventory management, merchandising and operational aspects of the store. Able to interpret and analysis data to making effective discussion. Flexible schedule including weekends evenings and holidays.

EXPERIENCE IN DETAIL

STORE MANAGER AT RELIANCE TRENDS, (RELIANCE RETAIL LIMITED, Tirurangadi, Malappuram -2023-Present)

- Performing all opening and closing procedures of store
- Set and agree on store performance targets with Retail operational manager.
- Managing all aspects of commercial, inventory, sales operation of store team to deliver agreed business targets throughout the year and set financial targets
- Managing the store is always merchandised to the company's desired standard in close liaison with retail operational manager and merchandise team
- Develop and arrange promotional material and in-store displays
- Prepare detailed reports on buying trends, customer requirements and profits
- Responsible for maintaining the inventory levels at store and controlling shrinkage as per company standards
- Respond to customer complaints and concerns in a professional manner
- Create business strategies to attract new customers, expand store traffic and enhance profitability
- Motivate sales team to meet sales objectives by training and mentoring staff.

STORE MANAGER AT ALLEN SOLLY (ADITYA BIRLA FASHION AND RETAIL LIMITED, Chemmad, Malappuram - 2021-2022)

- Managed store operations including merchandising inventory management expense control, human resource management and controlling operating cost
- Promoted an aggressive sales cultural in the store and increased customer stratification
- Maintained highly motivated team with coaching counseling and evaluating the job results
- Established operational and safety producers in store
- Controlled shrink percentage in store
- Identified current and future customer requirement by establishing rapport with actual as well as potential customers, resulting increasing sales

MARKETING EXECUTIVE AT MASTER ONION DISTRIBUTERS

(VEGETABLES DISTRIBUTERS, Tirurangadi, AirPort Road, 2018-2021)

- Providing high customer satisfactions in purchase
- Finding new customers through all the marketing possibilities
- Creating an environment for the increase of sales
- Explaining strategies to the owner to develop the sales
- Solving the customer complaints through good professional manner
- Helping team to achieve the targets of company

EDUCATIONAL DETAILS

- Degree in Bachelor of Technology(B-Tech) (2013-2017)
(Elective in Quality and Management) @Calicut University
- Plus two Science (Kerala board) (2011-2013)
- SSLC (Kerala board) (2010-2011)

PERSONAL DETAILS

DOB : 02.08.1994
Father name : Ibrahim OP
Mother Name : Rafeena .M
Marital status : Married
Wife Name : Afeefa .P
Brothers name : Rizwan Ibrahim, Adnan Ibrahim
Sisters Name : Fathima Hiba, Janna

DECLARATION

I hereby declare that the above-mentioned details are correct to the best of my knowledge and belief.

Place: Tirurangadi

Date:

IRFAN IBRAHIM .OP