**Curriculum Vitae**

**YAQOUB YUSUF MUBARAK ALMAMARI**

P.O. Box 2636, Postal Code 112, RUWI, Sultanate of Oman

Tel: 00968 98993946

Email: [Yaqooub@yahoo.com](mailto:Yaqooub@yahoo.com)

Date of Birth: 02 June 1977

**Professional and Personality Profile**

Professionally - I have worked in Retail for the past **21** years in which time I have developed as an individual and as a team player primarily through my efficient working practices. I have activity sort to develop those who have worked as subordinates and have been determined to support my self and superiors. I am result orientated and consider myself a ‘leader’.

Throughout my retail career I have worked in what I would consider some of the most demanding retail concept environments and have achieved in all. I have progressed and developed as a professional retailer and maintain that I would be an asset to any professional retailer due to my diverse skill set and management capability.

Personally – I consider myself to be a flexible and very capable individual, who when given a challenge would grasp the initiative with both enthusiasm and vigor. I retain tremendous energy which serves to motivate those around me and ultimately culminates in successful business practices and environments. . I am a strong communicator which has been tested and proven in retail market. Ultimately, I am a family man with strong believe and morale values and have the up most respect for people, culture and equality.

**Employment History**

**OCT2015- Till date:**

**Fair Trade LLC:**

**Sales Development Manger -Oman**

* **Responsible of moving and training Omani National within the origination.**
* **Branch visits and audits.**
* **Setting guide lines to all Sales team and merchandisers.**
* **Helping sales team to achieve set sales targets.**
* **Managing sales team and merchandisers in different locations.**
* **Staff requirements and assistance.**
* **Support agencies Sales and HR support.**
* **Hiring and requiting employees with the support of HR.**
* **Conducting training programs for all sales team.**
* **Guiding and motivating sales team.**
* **Problem solving.**
* **Training of new Khimji candidate.**
* **Market Audit and servicing.**
* **Identifying methods of smooth operations logistic, merchandising and stock.**
* **Minimizing issues of stock losses of controlling market expiry.**
* **Reporting to GM all needed reports and attending sales meetings.**

**FEB2010 to Aug2015**

**Majid ALFuttim(Carrefour Sohar)**

**Started as Manager on training then moved to section Manager in hot food.**

**Main position:**

**On 2013 being promoted to Store Receiving Manager –Service Head**

* **Fully responsible of all stocks coming in and out of the store.**
* **Controlling data movements on system and stock receiving of all goods coming as per LPO generated by commercial department.**
* **Managing stock in and out in terms of documentation and hygiene policy.**
* **Fully in charge of imports validation/claims.**
* **Making sure of smooth stock flow at receiving points with scheduling delivery timings for all goods in every day process.**
* **Maintaining hygiene records and temperatures control of goods and receiving point.**
* **Inventory planning and cleaning schedule for store rooms.**

**Sep2007 to Sep2009**

**Sultan Center LLC – Based in Oman**

**Position: Hard Discount Manager \_ NIZWA / Mawaleh**

* Reporting to and in conjunction with the area Manager – Oman
* Developed and responsible for the of the business plan for a new Hard Discount store concept in Mawaleh.
* Responsible for the set-up of new stores and merchandising it.
* Working closely with the new staff and consulted on there issues from an operational point of view.
* Responsible for sourcing and employing Omani local staff.
* Compiled product category portfolio for convenience Discount store project = 750 – 1200 SKUs food, non food and general merchandise.
* Sourced entire product category portfolio primarily local to Oman but 30% internationally.
* Working with the Administration Director and the instigated of the personnel structure
* Instrumental in organizing and facilitating staff recruitment seminars
* Responsible and accountable for the store operations.

**Achievements:**

* Opened the first hard discount store in Middle East as Nizwa Store manager.
* Sourced and negotiated actual product range with a projected gross margin of 25%
* Successfully recruited personnel to facilitate new Hard Discount store for all job functionalities
* Successfully opened the first supermarket

With a sales area of 14,000 sq. feet and a projected turnover of RO 5,500 per store.

**June 2003 to AUG 2007**

**Al-Omaniya Financial Services:**

* + **Senior Debt collector :**
  + Responsible of Debt collecting and the rest of legal assignments.

**Achievements:**

* + Staff of the year 2004**.**
  + Made the highest scour in collection thru out 2003 to 2006.

**Aug 2000 to March 2003**

**Franchise Supervisor: Sanad Project**

* + Responsible for running 10 stores in different places in Oman.
  + Looking after stores cleanliness and availability.

**MARCH 1999 to AUG 2000**

**BP EXPRESS**

**Positions: Store Supervisor**

* Responsible for running a 24 hour Convenience store (during the operation, covering all aspects of the business, including overseeing the store replenishment teams, health & safety of both customers & colleagues
* As my role included looking at all aspects of the business to improve performance levels & maximize profitability in all departments to ensure KVI’s were met and exceeded, with the major focus on wages costs, wastage controls, store spending & inventory controls amongst others
* Working with department teams to train and assist in the implementation of working practices

**Achievements:**

* Store sales year on year double digit growth for the last 3 years, YTD before leaving running at +5.5% YOY
* Absence Rates – have reduced from >5% to below 2%, (company target <3.5%)
* Labour Turnover – have reduced from >60% to <25% (company target <35%, calculated on a rolling 26 week period)
* Reduced wage cost by 15%, with no productivity implications to the operation, through effective personnel planning
* Reduced Inventory losses down from -1.8% to -0.63%
* Success store refit and remerchandising program, through which sales still increased despite all the disruption

**May1997 to March 1999**

**AL FAIR**

**Position: Grocery and Front End Supervisor**

* Responsible for the running of two department, ensuring challenging targets were set and achieved
* Responsible for recruiting, training and developing store assistant teams
* Took a ‘hands on ‘ fresh food retailing, leading by example
* Fully responsible and accountable for availability on my department and remerchandising around 98% of the store within 2 month period

**Achievements**:

* Increased turnover with less store wastage.
* Reduced wage costs from 3.9% down to 3.0%, across the department.
* Increased productivity of the department.
* Reduced waste costs from 1.6% down to 0.9% across the department.
* Managed and implemented successful stock take plans.

**December 1996 to May 1997**

**MUTTRAH COL STORE -MQ**

**Position: Grocery Supervisor**

* Responsible for day to day running of Grocery department, making sure targets were met and exceeded
* As Grocery Supervisor I also deputized for the Store Manager when he was out of the business
* Sourced & Negotiated improved cost prices for regular product lines

**Achievements**:

* Achieved highest sales profit result throughout the company, sourcing and implementing new ranges into the store exceeded set sales target by more than 75% on a regular basis.

**SEP1995 to December 1996**

**MUTTRAH Cold Stores**

**Position: Butcher**

* Responsible for day to day running of sales of meat and fish department, covering up cashiers, organizing customer orders, back store organization.

**Achievements**:

* Staff of the year 1995 from Retail MCS.
* Increased sales of the department by 25%.

**Education**

JABIR BIN ZAID SECOUNDARY SCHOOL1995

**Professional Qualifications**:

Retail Sales OCT 1995-MAY1996

Fundamentals of Supervision JULY 2001

Ministry Of Defense – SEP1992 till FEB 1993.

Supervision and Management – MARCH 2003

Basic Fire Extinguisher – FEB 1999

**Computer skills:**

Microsoft office

Jawa system

Aurora system

Scmads

**References:**

**On request**