



FAIZAN ZAHEER

SHOWROOM MANAGER

CONTACT INFO:

Mobile: +973 3304 4250
Email: faizan_zaher05@yahoo.co.uk
Nationality: Bahraini
Private Driving License

PROFESSIONAL SUMMARY

Self-motivated leader experienced in managing high-value appliances showroom and leading team to sales success. Seeking for a challenging position in the field where I can utilize my experience of working in highly competitive brands and to contribute my management/leadership and interpersonal skills to the benefit of the organization.

ACHIEVEMENTS

Promoted to Showroom in-charge due to strong learning skills, good product knowledge, customer service and communicational skills.
Reduced time spent by 50% on monthly physical inventory by reorganizing physical storage of products and reduced time spend by 80% on weekly inventory by keeping spread sheets for sold and in stock items.
Promoted to Showroom manager due to successful daily operations at showroom.

LANGUAGES

English
Arabic (Basic)
Urdu/Hindi
Punjabi

EMPLOYMENT BACKGROUND

Showroom Manager

KHALAIFAT Co. | Apr 2018 - Sep 2020

Worked as Showroom manager for **Bosch Home Appliances - Enma mall, Riffa.**

Responsibilities :

- Coordinate the operation of the showroom by establishing goals for sales team.
- Train and develop a high performing sales team.
- Offer them advice, support, and motivation to help them meet their sales objectives.
- Following up on all sales leads to maximize the total showroom sales.
- Maximize merchandising efforts by using effective displays, controlling signage, sales floor or store arrangement to ensure that they are attractive and welcoming.
- Organizing and developing all promotional activity within the showroom in a way that maximizes sales.
- Providing a first class customer experience to clients.
- Greeting all customers who come into the show room in a professional manner.
- Making sure that customer complaints are dealt with a timely and efficient manner .
- Managing a showrooms inventory.
- Reporting any issues to the Management regarding stock or suppliers.
- Keeping the showroom area tidy and free from any potential hazards to both customers and employees.
- Completing showroom administration and ensuring compliance with all policies and procedures.

Sales Promoter

Huawei Technologies | Apr 2016 - Mar 2018

Worked as Promoter for **Huawei Technologies** at **Bahrain Dutyfree.**

Responsibilities :

- Setting up and maintaining a demonstration area, such as a table, stand, or booth at various events.
- Demonstrating the features of a product or service to potential customers.
- Employing interactive materials such as videos, charts, or slideshows to share information about a product or service, when necessary.
- Answering any questions potential customers might have about a product or service.
- Recording transactions and stock levels.
- Processing customers' payments.
- Staying up to date with product or service features.

Sales Executive

Sharaf DG | Sep 2013 - Mar 2016

Worked in Sharaf DG Bcc as Sales Executive in different Departments.
e.g : Mobiles, Cameras, AV, Gaming & Electrical.

CORE SKILLS

- Leadership skills
- Staff management
- Customer service skills
- Ability to Train
- Quick learner
- CRM skills
- Organized
- Self motivated
- Decision making
- Problem solving
- Product knowledge

ACADEMIC EDUCATION & TRAININGS

- **2021 - Basics of Project Management**

IBMI (International Business Management Institute - Germany)

- **2016 - Practical selling Skills Training**

BATC (Business Avenue Training Centre).

- **2015 - Leadership Program**

SH. Nasser Bin Hamad Al Khalifa foundation.

- **2015 - Up Your Business Communication Skills**

Kevin Abdulrahman - MEDPOINT.

- **2014 - Sales Fundamentals**

Ait Centre.

- **2013 - HSSC ICS - Pakistan School Bahrain**

(Higher secondary school certificate in Computer Science).

- **2011 - SSC ICS - Pakistan School Bahrain**

(Secondary School Certificate in Computer Science).