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| E:\February 2018\Arif Ahmed 180205CS3547531\IMG_20150720_205914_resized(7)_doc.jpg  **Senior Professional – Retail Store Manager**  **Retail Store Operations | Business Development**  Commercial Manager  ARIF AHMED    eurekanumisma@gmail.com  +97150 7149618/ 0091-8686536142/ 00914024552443 | |
| Executive Profile  **An accomplished professional offering nearly 25 years** of experience in successfully managing & controlling retail store operations, expanding business & augmenting revenue and supporting the senior management in decision-making process.  Currently working as **Retail Store Manager with Ajmal Perfumes, Sharjah, UAE** and driving overall retail sales & business development strategies in the assigned region. Expertise in leading dedicated teams for running successful business operations and experience of developing procedures and service standards for business excellence.  **Became the lead-to-go person** for the management in reviewing a sick unit of the organization into a profitable venture through effective store planning.  Strong business acumen in leading and managing retail operations successfully; proven skills in conceptualizing and implementing various business strategies.Experience in effective inventory control through setting up quantity and quality limits based on sales and overall business plans.  Delivered customer centric operations and ensured customer satisfaction by achieving service quality norms. Interfaced with clients for suggesting the most viable product range; cultivated relations with them for securing repeat business.  Academic Details   * B.Com. from Osmania University, Hyderabad, India in 1992   **Other Courses/ Workshops/ Examinations:**   * Diploma in Computer Awareness Program from Times Institute, Hyderabad in 2000 * 2 days’ workshop on Personnel Development and Sales Orientation Program from S.P. Jain Institute of Management Sciences, Dubai in 2008 * Appeared in competitive exams conducted by UNO for four consecutive years   Career Timeline  Al Fatah Exim Services as Office Administrative Executive  Ajmal Perfumes, Sharjah, UAE as Retail Store Manager    2001 till date  1993-1995  1995-2001  Mallika Battery Agencies as Administrative Executive | Key Skills  Retail Store Operations    Category & Inventory Management  Business Growth & Expansion  Management Reporting  Cross-functional Coordination  Vendor Management  Customer Service  Recruitment & Training  P&L and Revenue Management  Team Management & Leadership  Soft Skills    Negotiator  Multi-Cultural  Leadership  Soft Skills  Planner    Regularly appreciated & complemented for the utilization of excellent sales techniques to boost the sales & revenue |
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| Professional Experience  **Since July 2001: Ajmal Perfumes, Sharjah, UAE**  **Growth Path/Deputations:**  Jul’01-May’03 Sales Executive, Al Dhaid, Sharjah, and UAE  Jul’03-Jun’06 Sales Executive, Halwan, Sharjah, and UAE  Jul’06-May’13 Senior Sales Executive, Sharjah  Jun’13 till date Retail Store Manager, Sharjah  **Role:**   * Budgeting and formulating yearly sales targets and business growth in line with quarterly and monthly sales targets * Developing monthly plan of actions to achieve store targets and KPIs * Building and maintaining healthy business relations with major clients, ensuring maximum customer satisfaction in an expressive manner * Collaborating with Merchandising and VM to focus on various product categories as per seasonal requirement and ensuring that the store is maintained as per global standards * Conducting training & development sessions for the team to expand their capabilities and achieve various portfolios and sales targets; establishing processes and systems * Preparing monthly MIS reports of sales & collection * Managing accounts related issues like accurate counting of sales receipts; additionally leading accounts reconciliation * Generating daily sales update and sending stock report to the concerned departments * Enhancing business development by nurturing commercial mindset and market awareness in the team * Fostering an environment of superior client experience by coaching team on yearly & quarterly performance reviews * Ensuring the store efficiencies at the maximum through the year and various seasons * Managing inventory based on sales trends and growth of a category; working with vendors for smooth operations at the store * Establishing systems, protocols and best practices for the sales floor and the BOH   **Highlights:**   * Merit of reviewing sick units of the organization into a profitable ventures through effective planning * Managed, planned and executed complete brand shop initiatives for retail partners * Recruited & trained new Sales Managers, and Retail Store Executives; planned the calendar and execution of various programs for various retail chains as per budget * Regularly appreciated & complemented for the utilization of excellent sales techniques to boost the sales & revenue   Previous Experience  **July 1995 – June 2001: Mallika Battery Agencies, Hyderabad as Administrative Executive**  Facilitated excellent co-ordination with various departments including Purchase, Sales, Accounts; arranged meetings with the delegates for their requirements.  **April 1993 – June 1995: Al Fatah Exim Services, Hyderabad as Office Administrative Executive**  Successfully performed the task of preparation of tender documents and submission of LOCs and other documents to freight forwarding companies. | |
| Personal Details  **Date of Birth:** 2nd February 1982  **Languages Known:** Arabic, English, Hindi, Urdu, Telugu and Tamil  **Present Address:** 6th Floor, Al Shuheen Plaza, Flat No. 631, Opp.Masjid, Rolla, Sharjah, UAE **Permanent Address:** 16-11-16/80, Saleem Nagar Colony, Malakpet, Hyderabad- 500036, Andhra Pradesh  **Nationality:** Indian | **Passport No.:** R7662305 (Valid till 01/05/2027)  **Marital Status:** Married  **Driving License:** LMV- Automatic, Dubai, UAE | |