



ABOUT ME

Dynamic retail professional with leadership skills and an entrepreneurial mindset, eager to join and contribute to a forward-thinking team valuing innovation and staff development.

Dynamic retail professional equipped with strong leadership abilities and an entrepreneurial spirit, passionately seeking to contribute to a progressive team that prioritizes innovation and employee development. My extensive experience in retail management and commitment to fostering a collaborative environment will drive success and growth within your organization.

SKILLS

- EXPERTISE IN HUMAN RELATIONS
- NEGOTIATIONS WITH BUSINESS PARTNERS
- MARKETING & PROMOTIONS
- CUSTOMER SERVICE SKILLS
- CUSTOMER SERVICE SKILLS
- ATTENTION TO DETAIL
- GREAT SENSE OF STYLE
- DEADLINE ORIENTED
- UP SELLING

LANGUAGES



PERSONAL DETAILS

Date of birth
30 Aug 1991

Nationality
Azerbaijani

ORKHAN ALAKBARLI

Baku, AZ1027, Azerbaijan

+999 55 715 07 71

orkhanalekperli@gmail.com

WORK EXPERIENCE

EVIMIZ

Baku

Jun 2019 - Present

NEW YORKER

Baku

Jan 2018 - May 2019

DE FACTO

Baku

May 2016 - Jan 2018

NEW YORKER

Baku

Nov 2015 - Apr 2016

NEW YORKER

Baku

Jun 2014 - Nov 2015

NEXT

Baku

Sep 2012 - Jun 2013

Operation/ Store Manager

- Spearheaded marketing initiatives to amplify brand visibility and escalate sales figures.
- Demonstrated adept sales acumen in negotiating and sealing client agreements.
- Led and cultivated a high-performing team through strategic training and comprehensive performance assessments.
- Executed market research and analytics to pinpoint and pursue novel business growth avenues.
- Fostered synergy with interdisciplinary teams for the successful rollout of new products and marketing drives.
- Sustained and nurtured pivotal client and stakeholder relations, guaranteeing superior satisfaction and loyalty.

Conducted market research, identifying new growth opportunities.

Trained and developed a high-performing sales team to exceed targets.

Negotiated client agreements, boosting revenue and closing rates.

Store Manager

- Spearheaded team development through comprehensive training, supervision, and performance evaluations.
- Expertly managed financial responsibilities, including budgeting and meticulous maintenance of statistical records.
- Drove business growth with strategic planning, aggressive promotion, and targeted marketing initiatives.
- Ensured exceptional customer service by resolving queries and complaints efficiently.
- Oversaw pricing strategies and stock control to optimize inventory levels.
- Achieved and surpassed sales goals, significantly boosting store profitability.

Store Manager

- Spearheaded team development through comprehensive training, supervision, and performance appraisals.
- Expertly managed fiscal responsibilities by overseeing budgets and maintaining detailed statistical and financial records.
- Drove business growth with dynamic planning, promotion, and strategic marketing initiatives.
- Enhanced customer satisfaction by efficiently resolving queries and complaints.
- Ensured optimal pricing strategies and stock control to align with market trends.
- Achieved and surpassed sales targets to maximize store profitability.

Assistant Store Manager

- Spearheaded comprehensive training programs, enhancing staff product knowledge and sales techniques, in collaboration with the Retail Store Manager.
- Conducted dynamic training sessions, ensuring consistent staff development and performance improvement.
- Evaluated staff performance and identified training needs to implement targeted new product training initiatives.

Cashier; Head Cashier

- Oversaw daily cashier operations to maintain optimal performance.
- Developed and managed cashier schedules and till assignments for efficient workflow.
- Balanced work distribution across cash registers to ensure equitable task allocation.
- Fulfilled cashier responsibilities during staff shortages or peak transaction periods.
- Continuously supervised checkout stations to ensure seamless customer transactions.

Seniour Sales Assistant

- Collaborated with management to innovate product concepts, ensuring market relevance and potential sales growth.
- Diligently monitored inventory levels to maintain optimal stock and minimize losses.
- Achieved and often surpassed sales goals through strategic customer engagement and persuasive selling techniques.
- Maintained high levels of customer satisfaction by delivering exceptional service and resolving issues promptly.
- Entrusted with store supervision duties in manager's absence, upholding operational standards and staff performance.
- Skillfully balanced shop floor responsibilities with managerial support tasks, optimizing store efficiency and team productivity.

EDUCATION

245

Baku

2008

BIU

Baku

2013

High school diplom

BIU Graduate