

Curriculum Vitae

YAQOUB YUSUF MUBARAK ALMAMARI

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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.

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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 SCHOOL 1995

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

