

# HASIF HANEEF AYAR

## RETAIL OPERATIONS STORE MANAGER

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hasifhaneef@gmail.com

SHARJAH, UNITED ARAB EMIRATES

### PROFESSIONAL SUMMARY

Results-driven **Retail Store Manager** with **6+ years** of experience in healthcare retail and operations. Expertise in client relations and market analysis, complemented by an **MBA** in Marketing, Finance and Strategic Management. Participated in key medical events such as Arab Health, Duphat and Other International events. Recognized for implementing strategies that improved customer retention and operational efficiency. My commitment to delivering exceptional customer service and driving sales growth aligns perfectly with your company's values. Let's achieve success together.

### LINKEDIN WEBSITE

<https://www.linkedin.com/in/hasif-haneef-89aa79131/>

### WORK EXPERIENCE

November 2020 – March 2025

#### **Retail Operations Store Manager**

Life Pharmacy Healthcare Group, Dubai, United Arab Emirates.

- **Enhanced customer experience**, resulting in a 60%-70% increase in repeat business.
- Streamlined **inventory management**, reducing stock discrepancies by 60%.
- **Trained and developed staff**, improving team performance and morale.
- Executed promotional campaigns, increasing foot traffic by 50%.
- Implemented **innovative merchandising Strategies**.
- Analyzed sales data to identify trends, optimizing product placement.
- **Participated various international events** like Arab Health, Duphat, etc
- Achieved recognition as '**Top Store Manager**' for Q1 and Q4 Quarters.

January 2019 – November 2020

#### **Sales Associate**

Life Pharmacy Healthcare Group, Dubai, United Arab Emirates.

- Delivered exceptional **customer service**, resulting in 100% satisfaction rate.
- Promoting over-the-counter medications, as well as healthcare products.
- **Conducted market research** to identify trends and customer preference.
- **Utilized CRM tools** to track customer interactions and improve follow ups.
- Monitoring Stock levels, placing orders of replenishment.

## EDUCATION

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August 2016 – June 2018

### **MBA Master of Business Administration**

St. Aloysius College (Mangalore University)

- Completed MBA in Finance, Marketing and Strategic management.
- Participated in national-level management fest.

June 2013 – May 2016

### **BBM Bachelor of Business Management**

St. Aloysius College (Mangalore University)

- Completed Summer internship project - Micro Corpus Pvt. Ltd.

## OPERATIONAL SKILLS

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- Business Development & Planning.
- Leadership & Team Development.
- Financial & Time Management.
- Retail Store Operations.
- Inventory Management.
- Customer Service Excellence.

## IT SKILLS

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- Microsoft Excel, Power point and Word.
- SPSS (Statistical Package for the Social Science)

## LANGUAGE KNOWN

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- English (Fluent)
- Hindi (Fluent)
- Malayalam (Native)
- Tamil (Conversational)
- Arabic (Conversational)

## CERTIFICATIONS

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- Completed certification in '**Starting a Business**' - Santa Clara University.
- **NCC (National Cadet Corps)** Airwing 'C' and 'B' Certificate holder.

## LICENSES

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- **Valid UAE Driving License.**
- Valid Indian Driving License.

## ACHIEVEMENTS

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- Awarded **Best Retail Store Manager** in Q1 and Q4 Quarters.
- Attended various national-level fests.