






Raheel Tariq

Retail Store Manager


Personal Info


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 Electra Street Green House
Building , Abu Dhabi, UAE

 784-1996-1361516-2

 Pakistani

 09-02-1996

Skills

E-Commerce platform
management

Budgeting and financial
acumen

Loss prevention strategies

Inventory management
expertise

Target and goal setting

Sales KPI management

Staff training and
development

Multitasking proficiency

Visual merchandising
creativity

Long term trade planning

Customer service
excellence

Summary

Experienced Retail Store Manager with 10+ years in the industry. Skilled in customer service, sales forecasting, and store operations. Highly organized and results-driven.

Work Experience

Retail Store Manager, Mair Group , ABU-Dhabi UAE

June 2023 - Present

- Implemented innovative strategies to enhance customer service and drive sales.
- Utilized a variety of metrics to monitor store performance and identify areas for improvement.
- Monitored weekly financial performance and implemented changes when necessary.
- Created and maintained relationships with vendors to ensure product availability and competitive pricing.
- Developed and implemented effective strategies to increase sales and reduce costs.
- Designed and executed promotional campaigns to maximize store visibility and customer engagement.
- Coordinated with other departments to ensure efficient operations and customer satisfaction.
- Oversaw stock control to maintain sufficient inventory levels and minimize waste.
- Closely monitored team performance, identifying improvements and managing change.
- Conducted Competitor research to identify opportunities and determine potential threats.
- Designed innovative marketing and sales promotions to increase foot traffic, profits and customer loyalty.
- Created positive working environments by offering support and guidance to staff.
- Managed complex customer complaints, offering smart solutions for continued customer satisfaction and loyalty.
- Matched traffic volumes by preparing work schedules for staff according to peak periods and holidays.

Team motivation

Pricing strategies

Sales driven

Supplier negotiation
adeptness

Sales promotion
implementation

Revenue Growth

Business strategies

Languages

English

Urdu

Punjabi

Education

- H.S.E.C Crescent Model
Collage Bhimber Azad
Kashmir Pakistan

Links

<http://linkedin.com/in/raheel-tariq-64757b238>

https://www.instagram.com/invites/contact/?igsh=9t4tgeogtcix&utm_content=i7mi0e3

- Managed budgeting and financial planning, maintaining profitability.
- Trained new employees in customer service standards and store policies.
- Reduced waste by offering special prices on goods nearing expiry dates.
- Oversaw visual merchandising, enhancing store appearance and product appeal.
- Independently managed and controlled the store's finances, such as in comings and outgoings, along with budgets and payroll.
- Installed security and monitoring systems to observe shopping activities and prevent theft.
- Managed budget forecasts and controlled expenses to stay within financial targets.
- Supervised product pricing and labeling activities, adjusting prices to reflect promotions and clearing slow-moving stock.

Fmcg Supervisor Cum Deputy Manager, GMG, DUBAI UAE

March 2021 - May 2023

- Trained and mentored new staff on customer service excellence, product knowledge, and store policies to enhance team performance.
- Managed a team of 20+ employees in a busy retail environment, ensuring customer satisfaction and efficient operations.
- Maximized sales by providing friendly customer service and offering product recommendations.
- Analyzed customer feedback and implemented changes to improve customer service standards.
- Monitored stock levels, ordering and replenishing stock as required to ensure shelves were kept full.
- Stayed up to date on product trends and customer needs.
- Implemented a system for tracking and analyzing sales trends to better identify customer needs.
- Managed stock takes and inventory audits, ensuring accurate stock levels and minimizing losses due to shrinkage.
- Coordinated staff schedules, holidays, and shift cover to ensure seamless store operations and customer satisfaction.
- Maintained high standards of cleanliness and organisation in the workplace.

Visual Merchandiser & Auditor, F-Mart Retail, DUBAI UAE

January 2018 - March 2021

- Developed and implemented creative visual displays to increase product sales and store traffic.
- Provided training and mentorship to junior visual merchandisers to ensure top-notch product presentation.
- Collaborated with marketing and design teams to create eye-catching visuals that showcased products.
- Managed inventory levels to ensure the store was adequately stocked with merchandise.
- Monitored customer feedback and made adjustments to product displays to improve customer experience.
- Generated reports to track sales performance and identify opportunities for improvement.

Sales Merchandiser Cum Cashier, West Zone Super Market L.L.C, DUBAI UAE

November 2015 - November 2017

- Successfully handled cash register operations, customer service, and stocking duties in a fast-paced retail store.
- Greeted customers upon entry, provided product knowledge and assistance, and rang up purchases.
- Maintained store security by following all safety protocols and reporting suspicious activity to management.
- Assisted in stocking shelves, organizing merchandise, and placing price tags on items.
- Ensured customer satisfaction by providing an enjoyable shopping experience.
- Collaborated with team members to ensure store operations ran smoothly.
- Operated the store's phone line and answered customer inquiries in a timely manner.
- Processed a high volume of payments accurately and efficiently using cash register and POS systems.

Hobbies

Traveling, Sports, Reading, Photography, Music

