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Discovery Gardens, Dubai,
United Arab Emirates

AREA OF EXPERTISE

- Retail (Sales & Management)
- Store and Warehouse Management
- Consumer Goods Distribution
- Inventory and Stock Control
- Purchase and Order
- Supply Chain
- Fast Moving Consumer Goods (FMCG)
- Sales and Merchandising

SKILLS

- Strong leadership and people management abilities.
- Strong ability to meet and deal tactfully and courteously with fellow employees, customers and vendors/contractors.
- Customer service-oriented with in-depth knowledge of basic business management processes.
- Proficient in computer and Microsoft programs
- Hardworking, fast learner, can work under pressure, and can easily adjust in the working environment
- Problem solver, optimistic, and innovative; Highly organize and goal oriented

Jasper Nadal Loza

OBJECTIVE

I want to be part of a progressive organization wherein I would be able to work not only to my full potential but also in a way that will benefit the organization. My aim is to take my career in to a higher level and to maintain excellent work records, gain more knowledge, skills, experiences, and face the challenge of work in a multi- tasking environment and more so to contribute and associate with higher achievement

WORK EXPERIENCE

Retail Store Manager

MyMarket Retail Trading LLC - Allianz International Holdings / Dubai, UAE
/ Oct 2021 - Present

- Completes store operational requirements by scheduling and assigning employees.
- Maintains store staff by recruiting, selecting, orienting, and training employees.
- Promotes optimum staff performance by coaching, counseling, and disciplining employees.
- Achieves financial objectives by preparing an annual budget, scheduling expenditures, and analyzing variances.
- Identifies current and future customer requirements by establishing rapport with potential and actual customers to understand service requirements.
- Ensures availability of merchandise and services by approving contracts.
- Formulates pricing policies by reviewing merchandising activities, determining additional needed sales promotion, and authorizing clearance sales.
- Markets merchandise by studying advertising, sales promotion, and display plans.
- Secures merchandise by implementing security systems and measures.
- Protects employees and customers by providing a safe and clean store environment.
- Maintains the stability and reputation of the store by complying with legal requirements.
- Determines marketing strategy changes by reviewing operating and financial statements and departmental sales records.
- Leads operations by initiating, coordinating, and enforcing program procedures.

Branch Store Supervisor

Grandiose Supermarket – Ghassan Aboud Group / Dubai, UAE
/ Sep 2017 - Oct 2021

- Administer everyday operations for all sales activities.
- Resolve all customer issues and facilitate new accounts development and recommend appropriate new selling techniques and resolve all customer issues.
- Determine all profit and sales objectives and design effective strategies to maintain inventory levels at all times and manage all work according to branch policies and procedures.
- Implement all required safety programs and provide required training to employees to enhance operation and supervise efficient working of all employees.
- Administer all marketing requirements and provide optimal level of customer services and provide training to all personnel
- Provide support to all district suppliers and maintain efficient counters at all supermarket and schedule all promotional activities.

PERSONAL
DETAILS

Date of birth
31 August 1989

Nationality
Philippines

Marital status
Married

DRIVING LICENSE

License No. 4272986
May 2024

EDUCATION

Diploma
Electronics and Technology
Laguna, Philippines
2010

LANGUAGES

Tagalog
English

- Organize all safety meetings and adhere all safety regulations and monitor all phone calls from various vendors and customers and maintain and update all product knowledge of branch.
- Coordinate with customers and assist to set up all equipment and monitor all stock transfer and ensure accuracy in same.
- Supervise efficient working of staff and maintain smooth work flow
- Prepare and ensure maintenance of service staff schedule and perform audit on branch activities and prepare required reports.
- Maintain high standard of services in branch and prepare accurate records.

Senior Sales Executive
Milestone UTH General Trading LLC / Dubai, UAE / May 2015 - Sep 2017

- Drives business by identifying and selling prospects and maintaining relationships with clients.
- Expands business opportunities by identifying prospects and evaluating their position in the industry and researching and analyzing sales options.
- Sells products and services by establishing contact and developing relationships with prospects and recommending solutions.
- Maintains relationships with clients by providing support, information, and guidance; researching and recommending new opportunities; and recommending profit and service improvements.
- Identifies product improvements or new products by remaining current on industry trends, market activities, and competitors.
- Prepares reports and presentations by collecting, analyzing, and summarizing information.
- Maintains quality service by establishing and enforcing organization standards.
- Maintains professional and technical knowledge by attending educational workshops, reviewing professional publications and other content, establishing personal networks, benchmarking best practices, and participating in professional and industry organizations.

Warehouse Manager
Tugos Upholstery Marketing / Dagupan, Philippines / Jul 2011 - Jan 2015

- Maintains receiving, warehousing, and distribution operations by initiating, coordinating, and enforcing programs.
- Complies with federal, state, and local warehousing, material handling, and shipping requirements by studying existing and new legislation.
- Safeguards warehouse operations and contents by establishing and monitoring security procedures and protocols.
- Controls inventory levels by conducting physical counts and reconciles with data storage systems.
- Maintains the physical condition of the warehouse by planning and implementing new design layouts.
- Achieves financial objectives by preparing an annual budget, scheduling expenditures, and analyzing variances.
- Completes warehouse operational requirements by scheduling and assigning employees.
- Maintains warehouse staff by recruiting, selecting, orienting, and training employees.
- Improves staff performance by coaching, counseling, and disciplining employees.