

FARDEEN PASHA

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Personal Particulars:

Date of Birth: 30/01/2002 | Nationality: Indian | Gender: Male

Location: Near Sharaf DG metro station, bur Dubai, Dubai

Visa Status: Visit Visa expires on (3rd – June 2025)

CAREER SNAPSHOT

Results-driven **Store Manager/ Store Supervisor** with **4+ years of experience** in sales growth, client relationship management, and cross-functional collaboration. Proven track record of formulating and executing business strategies, driving 20% revenue growth. Specialized in **inventory control, and vendor negotiations**. Skilled in developing **sales strategies, talent acquisition, and strategies for customer retention**. Fluent in **English and Urdu** with excellent communication and analytical skills. Committed to aligning strategic initiatives with organisational objectives to drive success in competitive markets.

CORE COMPETENCIES

Sales Achievement ♦ Inventory and Resource Management ♦ Vendor Management ♦ Customer Retention Strategies ♦ Cross-Functional Team Collaboration ♦ Marketing Strategy Development ♦ Talent Acquisition ♦ Team Leadership ♦ Time Management ♦ Client Relationship Management ♦ Inventory shrinking Management. ♦ Strong Communication skills

SKILLS

♦ Microsoft Office Suite (MS Word, MS Excel, and MS PowerPoint) ♦ Store Management ♦ ERP System Implementation ♦ Billing

WORK EXPERIENCE

Mina Retail Mart, India | 1.9 Years.

Store Manager

- Team Leadership & Staff Development: Recruited, trained, and supervised store personnel, fostering a high-performing team environment to achieve sales and service objectives.
- Sales Performance & Managing Day to Day operations: Monitored sales metrics and managed store Performance
- Managing Store Standards including cleanliness, organization, safety and protocols.
- Handling store queries, feedback and complaints in timely Manner.
- Preparing Daily, Weekly, Monthly reports on Sales in order to analyse Sales Performance.
- Scheduling Staff Shifts, and ensuring adequate staffing for peak hours.
- Ensuring optimal stock levels by monitoring inventory, placing orders and minimizing wastage.

Peekay Super Market, India. 1.7 Years.

Store Supervisor

- Managed Staff, supervised and trained staff for smooth functioning of store.
- Resolved Client Issues in a timely and professional Manner.
- Tracked Inventory levels and Liaise with the Warehouse Team.
- Was able to Multitask job roles and work under pressure.
- Prepared Sales and Inventory Reports to analyse data for Improvements.
- Ensured high customer satisfaction and addressed their queries and resolved their complaints.
- Ensured Compliance with company policies and procedures.
- Monitored sales performance to analyse sales data in order to identify opportunities and future growth.

Peaches Fashion Store, India. 2+ Years.

- Developed and executed sales development strategies, resulting increase in client acquisition and revenue
- Collaborated with cross-functional teams to ensure sales strategies aligned with organisational objectives
- Built and sustained relationships with customers, Employees, and suppliers to strengthen market presence
- Negotiated contracts with vendors and clients to achieve favourable terms for both parties
- Met Timely Targets and was rewarded for the same.
- Identified trends, assessed competition, and defined growth opportunities through market research.

ACCOMPLISHMENTS

- Awarded **Best Employee** of the Month (Jan 2023) at Peaches Fashion Store.
- Led as **Head Volunteer** at the Human Rights Department Club (2022).
- Runner-up in **Logistics and Management** Adhiveshana.
- Recognized for outstanding contribution to the **Environmental Club** (2022).

EDUCATION

- Master of Business Administration (**MBA**) from Presidency Business School, India
- Bachelor of Business Administration (**BBA**) from Presidency College, India