


ROLE DESCRIPTION		
Title: RETAIL	Husien Saleh	
Division/Department: Commercial, Fresh Food, Market	Husaleh@outlook.com	
Nationality: Syrian # +971 50 139 0880	Marital Status: Single	
DOB:11/02/1977	United Arab Emirates Driving license	
Carrefour hypermarkets Location:	Managing/Leading:	
<ul style="list-style-type: none">BurJuman Mall <u>Dubai</u>	<ul style="list-style-type: none">Fresh Food Department in charge2022 to present	
<ul style="list-style-type: none">City Centre <u>Ajman</u>	<ul style="list-style-type: none">Delicatessen, Dairy, Bakery, Pastry Manager2020 to 2021	
<ul style="list-style-type: none">City Center <u>Ras Al Khaimah</u>	<ul style="list-style-type: none">Store Manager (Supermarket)FFD in charge2017 to 2019	
<ul style="list-style-type: none">City Centre <u>Sharjah</u>	<ul style="list-style-type: none">Delicatessen, Dairy Section Manager2014 to 2016	
<ul style="list-style-type: none">Jimmy Mall <u>Al Ain</u>	<ul style="list-style-type: none">CCO Manager (Central Cashier Office)2003 to 2013	
Role Purpose:		
Responsible for implementing quality, range, and freshness standards of offered goods to attract and satisfy customers in order to achieve the set sales targets. also responsible for the coordination and communication between Merchandisers and Sales Teams and other relevant service providers		
Role Details – Key Responsibilities and Accountabilities:		
Store Strategy Development and Implementation		
<ul style="list-style-type: none">Monitor and report competitor activities (prices, range, promotional activities, etc.) to ensure a competitive advantageNegotiate internal promotions with suppliers to enforce the image of discountsOversee the establishment of a competitive assortment offerStay informed about competition activities in the store and take necessary measures		
Commercial Performance		
<ul style="list-style-type: none">Oversee commercial policy agreed upon for the store pricingEnsure the proper conservation, utilization, and profitability of the assetsOversee the products assortmentSupport comparative studies that can contribute to the efficiency of the commercial concepts		
Merchandise and Stock Management		
<ul style="list-style-type: none">Provide inputs on the price image and freshness imageEnsure proper stock management (stock value, control out of stock, orders, and merchandise deliveries)Oversee initiatives to ensure the lowest waste and shrinkage ratioControl the display of new products while maintaining Plano-gramOversee the scheduling for ordering items and the organization of the warehouse		

Store Service Functions

- Enforce safety, health, and security rules as per internal standards and external rules and regulations
- Ensure the implementation of the security and hygiene procedures for assets and employees in the sections
- Ensure the team is delivering excellent customer service when answering questions and promoting sales
- Enforce the application and protection of the company's "Know-How"
- Attend to customers when they need support and offer solutions
- Manage and control displays and ensure correct pricing is implemented at all times

Human Capital Responsibilities

- Proactively identify and seek professional development opportunities to improve leadership and technical skills pertaining to the direct line of work
- Apply and follow Retail's Human Capital corporate policies and relevant procedures and instructions
- Provide training and feedback to direct reportees when required
- Develop employee schedule for staff members in a team

Definition of Success

- Waste management and shrinkage loss
- Inventory and merchandise integrity and availability
- Customer satisfaction
- Level of hygiene
- Level of safety and security
- Financial results - annual turnover, net profit, margin

Personal Characteristics, and Qualifications:**Education**

- Diploma in Computer

Experience

- 20 years in Retail Business, operations role

Training & Skills:

- Communication and Presentation skills
- Time management
- Customer service oriented
- Ability to organize
- Ability to adapt to a multicultural environment
- Interpersonal skills
- Target oriented
- Microsoft Office (Advanced)
- Level 3 Award in Supervising Food Safety (Intermediate Food Safety) Distinction
- Essential Food Safety
- Person In charge- Advanced Certificate (Distinction)
- HACCP Awareness course (Distinction)
- Team Management Course Program
- Supervisory Skills Program