

CURRICULUMVITAE



I. PERSONAL INFORMATION

Name	Shaik Ilyas
FathersName	Shaik Mahmood Ali
DateofBirth	March 7 th 1986
Tenure inSalesIndustry	9 Years
e-mail id	sheikhilyaz@gmail.com
Residence	Hyderabad, Telangana -India
Contact–Cell	+91 8106707727
Skype	Sheikhilyaz

II. EDUCATION&TECHNICALSKILLS

Course	
Mechanical Diploma	I.T.I Setwin
S.S.C	Mouzamshahi high school

III. SKILLS

Skills	Strength
Customer Handling Skills	Proficient
Voice Communication	Proficient
MS-Office	Proficient
SAP	Proficient

IV. STRENGTHS

Proactive, Good Communication Skills, Good Team Leader and Motivator

V. LANGUAGES KNOWN

English, Arabic, Telugu, Urdu, Hindi.

VI. WORKEXPERIENCE

Employer # 1	Redtag fashions (Bahrain).
Designation	Asst.store manager
Duration	Worked from September 2022 to May 2023.
Employer#2	Vijay Sales Electronics India.Pvt Ltd.
Duration	Oct 2020 to aug 2022
Designation	Floor Manager
Role and Responsibilities	<ul style="list-style-type: none"> Monitoring all employees in the workplace are and ensuring that they maintain a high standard of personal hygiene. Handling any issues of non-compliance when they arise. Evaluate department conditions and operations to determine strengths and areas for improvement, reinforce strengths while developing and implementing improved practices and procedures. Develop selling strategies based on with company's competitive and success elements, make changes to the product line to increase profit margin. Handling vendors contracts, vendors performance, quality and costs, to choose quality vendors for good profits. Search for insights into consumer needs and wants, plan and implement long-term development strategies for product categories. Checking inventory levels, procuring additional stocks, and getting rid of excess or unwanted inventory. Design exit strategies for unsuccessful products. Ensure products availability for increasing the sales and profit. Build and maintain long-term relationships with vendors, to place appropriate orders. Collaborate with the market team and ensure product availability. Responsible for managing a retail staff within a business. Coordinates the shipping of goods, sets up displays, and assists customers and staff during business hours. Ensure company standards for safety, proper handling practices, product labeling, sanitation and productivity are maintained. Manage inventory, in - stock position, pricing integrity, merchandising, labor, security, expense control and other operational processes to company standards. Ensure departments are well maintained and meet or exceed company standards for appearance and freshness. Manage retail staff, including cashiers and people working on the floor. Communicate priorities regarding department readiness, the menu and promotions. Handle customer questions, complaints, and issues and manage different departments within the store. Maintain store's cleanliness and health and safety measures. Organize and distribute staff schedules. Help retail sales staff achieve sales targets. Ensure standards for quality, customer service and health and safety are met.

Additional Responsibilities	<ul style="list-style-type: none"> ▪ Coach, counsel, recruit, train, and discipline employees. ▪ Identify current and future trends that appeal to consumers. ▪ Ensure merchandise is clean and ready to be displayed. ▪ Maintain inventory and ensure items are in stock. ▪ Ensure promotions are accurate and merchandised to the company's standards. ▪ Utilize information technology to record sales figures, for data analysis and forward planning.
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Employer#3	Ansar Group of Companies-QATAR
Duration	Jan 2015 to Aug 2018
Designation	Supervisor (Electronics,Apparels).Hypermarket
Role and Responsibilities	<ul style="list-style-type: none"> ▪ Allocating tasks to staff,Daily sales,Floor merchandising and display,and Customer service. ▪ Demonstrate and role model exceptional service exceeding customer expectations,ensure team members greet ,assist, provide efficient service and thank customers in a prompt,courteous,friendly and business-like manner in order to promote the company image as a service-oriented operation. ▪ Ensure departments are merchandised appropriately for the season and in accordance with the needs of the community. ▪ Monitor and minimize spoilage in the department. Responsible for scheduling department team members and perform other job-related duties as assigned. ▪ Recruit,manage,develop,evaluate and retain a team of direct reports in accordance with company policies and procedures. ▪ Coach and help develop team members;help resolved its functional behavior. ▪ Maintain stock in and out reports. ▪ Ensuring the performance of the staff is of a high standard
Additional Responsibilities	<ul style="list-style-type: none"> ▪ Motivating team to achieve weekly sales targets ▪ Attending customer inquiries and issues. ▪ Help keep the team focused and on track

Employer#4	RDRL(Reliance Digital Retail Limited)–Hyderabad,India
Duration	2011-2014
Designation	Senior Sales Associate+Acting Team Lead

Role andResponsibil ities

- Sales SPOC for theTeam to driveTeam Sales.
- Anticipate guest needs and respond promptly.
- Maintain responsibility for overall financial performance of individual store.
- Maintain team environment between associates.
- Actively participate in the Grass Roots Marketing activities.

Accomplishments

- Promoted as **Senior Sales SPOC** as well as **Floor Support** within 6 months of joining the Organization.
- Received Numerous Surveys with Excellent Comments from Customers

PROUDMOMENT

Notified as Most Skilled Associate for handling a team of 35 members in the absence of Manager for a month. Tasksxincludecomplete Team Leader's responsibilities as well as SME'sand self-own Inbound Calls and Sales SPOC.