

CURRICULUM VITAE



MOHAMED ILYAS.A

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CAREER OBJECTIVE.

A challenging professional with extensive experience in international retail sector, having a solid management skill combined with hands-on within all lines which gives a clear vision for the better development of organization.

PROFILE SUMMARY

- A Total experience of 23 - years in the Retail Sectors.
- Well-developed interpersonal, negotiation, communication, and Motivation skills
- creating business strategies, developing promotional material, and training new staff
- motivating sales teams to achieving operational, commercial, and consumer-oriented goals.
- Daily operations of a store, making sure it runs smoothly and effectively.
- Lead in the business, Good managerial talent good approach with staff and customer for any conflict and issues in business.
- Back up for Store manager during his absence.

Latest Employment

1. Company Name : Aziza panda Saudi Ltd
(www.pandasaudi.com.sa)



Position Title : Department Head -FMCG
Position Level : Department head - FOOD / NONFOOD
Specialization : Daily Store Operation Running with Standard
Industry : Sales / Business / Trade / Retail / Merchandise
Date Joined : 27/08/2007

WORK EXPERIENCES

Section Manager- LHH (House ware, Toys, Diy)
Geant Hypermarket -Saudi Arabia (Alhokair Group)



Responsibilities:

Main Function:

Achievement of sales and target in designated store by working with the local suppliers and overseas suppliers and management of sales and Margin activities.

1. Assist in setting up of sales and revenue objectives for the Department and ensure its achievement
2. Ensure continuous training, motivation, and supervision of Department.
3. Ensure proper implementation of marketing / promotion and merchandising program.
4. Recommend and negotiate strategic merchandising space to achieve high impact.
5. Conduct regular meeting with the distributor's / suppliers.
6. To maintain and Control Sales and achieve margin for Department.
7. Planning for The Promotion catalog, leaflet or newspaper advertising.

2001-2007

SUPERVISOR IN - LHH

ALAIN (ALJIMI MALL)-ABUDHABI (MARINA MALL)



Duties & Responsibilities:

- Dealing with Suppliers for purchasing and negotiations with suppliers for new promotions of specified items (daily / weekly / monthly basis).
- Negotiating capabilities with suppliers and approving of products for company profitable.
- Weekly price surveys from various hypermarket market outlets and preparing the same for price busters during the weeks.
- Maintaining the stock level according the sales for the sections. Control of wastage and shrinkage & control the sleeping excess stock.
- Managing of Store level inventory's, which will be held twice in a year and sometimes during the mid of the year given good result.
- Achieve the monthly sales budget with High Margin, cross merchandising display with other related dept for customer convenient to push the sales.
 - Prepare the Dept layout for any Implementation of sections during promotion and applying the same for displaying and also giving training to my all staff about display and customer service

ACHIEVEMENTS

1. 23 years of experience Retails Sector, Special Concentration for merchandising specialist by category and Daily store Operation and Maintain Standard high.
2. Specialized in warehouse management and inventory stock control.
3. Increasing the Customer Count and Availability Range for Customer to get Sales.
4. Successfully implementing new opening Experience 4 new stores at Geant and Panda Hypermarket. And 2 Store reset up old look to New Look change,
5. Team Management and Task Completed on time, Team work, Customer service Focus.

SKILLS

- Leadership and people management skills
- Operational planning and implementation skills
- Objective setting skills
- Problem solving skills and Decision-making skills
- Conflict Management skills
- Good communication skills - written and verbal
- Well-developed interpersonal skills
- Negotiation skills
- Event project Management skills,

Contact Info

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Personal Particulars

Marital Status : Married
DOB : 20/07/1976
Nationality : Indian
Gender : MALE
Language : Arabic, English, Hindi, Urdu, Tamil and Malayalam.
Visa Status : Visit Visa
Driving License : Valid UAE Driving License

Educational Qualification

Level : Bachelor's Degree- B.com
Field of Study : Commerce.