



MUHAMMAD MUJTABA BARI

PROFILE

Over 11.5 years of experience in retail Operations & Channel Development, I excel in optimizing processes and driving market growth. My expertise spans inventory management, supply chain logistics, customer service, and team leadership, resulting in enhanced efficiency and customer satisfaction.

CONTACT

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SKILLS

Sales & Financial Management
Budgeting
Sales & Forecasting
Visual Merchandising
Strategic Planning & Execution
Business development & Planning
Training & Development
Decision Making
Budget Management
Team Leadership
Sales Negotiation
Inventory Management
Seasonal campaigns
Overstock strategy
Training & Development
Customer Relationship Management
Point of Sale (POS) System

❖ WORK EXPERIENCE

Facility Manager | Ayla Vacation Homes Rental CO. L.L.C

United Arab Emirates - December 2023 - Present

- Administrated all aspects of equipment installation, maintenance, and repair for both internal and external services. Consultants in producing business plan to focused on facility operations.
- Evaluated facility operations and personnel for safety and health regulations compliance.
- Coordinated with cleaning and janitorial services to keep facility clean and presentable for occupants.
- Tracked and documented operational and financial records to perform analysis of performance and costs.

Department Head Non-Food | MAF Carrefour

Pakistan - August 2022 - November 2023 **[1.3 Years]**

- Regular meetings with team leaders and front-line staff to convey important operational information and new targets.
- Evaluated performance continuously to identify areas in need of improvement and implement strategies to keep team on-track.
- organized inventory by executing precise ordering, tracking, and auditing procedures to ensure accurate records and resource availability
- Partnered with merchandising team to plan and execute floor moves, merchandise placement, and overall sales set-up.

Operations Manager E-Commerce (FF & LM) | MAF Carrefour

Pakistan - February 2021 - August 2022 **[1.6 Years]**

- Increased profit by streamlining operations.
- Established and nurtured relationships with external vendors and suppliers to optimize procurement and support business objectives.
- Reduced process bottlenecks by training and coaching employees on practices, procedures, and performance strategies.
- Oversaw inventory and supply chain operations to ensure the timely and accurate delivery of goods and services.

Department Manager-Food | Metro Cash & Carry

Pakistan - June 2017 - January 2021 **[3.7 Years]**

- Revamped receiving protocols to streamline operations, reducing processing time by 40% and maintaining stock levels that supported a 20% rise in sales during peak seasons.
- Worked actively with management team to create daily and weekly sales plans based on weekly sales trends.
- Facilitated interdepartmental communication to ensure transparency and alignment on project goals and progress.

Assistant Floor Manager | Sapphire Retail Limited (SRL)- [Apparel Group]

Pakistan - February 2016 - May 2017 **[1.3 Years]**

- Provided guidance and conducted training for employees on effective sales techniques, complex problem resolution, and managing customer interactions.
- Completed efficient daily opening and closing processes to prepare teams and maintain optimal financial controls.
- Directed a team of 63 employees to ensure efficient and smooth shop floor operations.

Business Development Manager | Samsung Electronics - Pakistan

Pakistan - August 2012 - February 2016 **[3.6 Years]**

- Managed retail channel operations for Samsung Hand Held Products (HHP) in the Central Region, overseeing strategic initiatives and partner relationships. Coordinated with Channel partners to optimize product distributions.
- Delivered comprehensive product training to retailers and wholesalers, enhancing their knowledge and sales effectiveness
- Developed and implemented strategic market operations plans to drive business growth and optimize market performance.
- Developed and executed quarterly planning and development strategies to enhance market share across the Central Region, conducted Sales analysis to evaluate market Share.

❖ **INTERNSHIP**

Internship Student | Cotton Web Pvt Limited – [Denim Production]

Pakistan - August 2010 - November 2010
[2.5 Months]

- Participated in workshops and presentations to acquire knowledge and insights relevant to project development
- Designed and developed efficient workflow processes to streamline operations and enhance productivity.
- Enhanced production efficiency by performing statistical analysis and implementing data-driven improvements.

Internship Student | Askari Bank Private Limited

Pakistan – July 2011 - August 2011 **[2 Months]**

- Worked with 7 departments in the bank, including international relations loans administration, corporate banking, retail sales, finance, accounting, marketing, retail & business development.

Internship | McDonald's

Pakistan - August 2009 - September 2009 **[1 Month]**

- Completed an internship at McDonald's, acquiring practical experience in customer service, team coordination, and operational procedure.

❖ **EDUCATION**

Master of Business Administration –
Sep 2013 – Mar 2015

University Of Management & Technology, Lahore-Pakistan

Majors: Marketing & Supply-Chain Management

Achievements: President of [Innovation & Business Club]

Bachelors of Business Administration – Sep 2009 – Feb 2013|

University Of Management & Technology, Lahore-Pakistan

Majors: Business Management & Administration

Achievements:
Member of (Innovation & Business Club}
Elected Captain of Cricket Team UMT



Licenses & certifications

RETAIL SELLING SKILLS

INSTITUTE OF RETAIL STUDIES (IRS)

Issued May 2016

Credential ID 381-02/16