



# Ummer Kottapara Kambath

## Store Manager

Hard - working retail Store Manager, skilled in POS tech and inventory management seeking to increase sales and customers. As per my overall experience in retailing and warehousing looking for the post of Branch Manager, Assistant Area Manager, Assistant Operation manager, and Assistant purchaser, Warehouse in charge and Supervisors in charge.

## Contact

### Phone

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+971 54 762 5944

### Email

ummerk777@gmail.com

### Address

Room G09, Building 1-6,  
Al Khail Residence, Dubai, UAE

## Skills

- Develop and implement latest operational strategies in Business to achieve growth and objectives
- Ensuring the availability of products at competitive prices while maintaining quality and profitability
- Maintain and Build strong relationships with key suppliers.
- Determine optimal inventory levels to ensure product availability without exceeding storage capacity or incurring unnecessary carrying costs.
- Develop and implement inventory control systems to track stock levels and monitor product movement.
- Negotiate with suppliers for favorable pricing and discounts.

## Experience

### ● Jan 2020- Present

#### Arjomandi Group of Companies, Dubai

##### Purchase and Store Manager

- Design and implement efficient workflows and procedures.
- Allocate personnel, equipment, budget resources effectively to achieve operational goals.
- Track expenses to ensure efficient resource utilisation.
- Recruit, hire, train, and develop operational staff.
- Identify and eliminate bottlenecks and inefficiencies in existing processes
- Develop and implement quality management systems.
- Conduct regular audits and assessments to ensure compliance and address potential risks.
- Supply chain management.
- Inventory management and procurement.
- Keep stakeholders informed of any issues or challenges impacting operations.

### ● 2019 - 2020

#### Lulu Hypermarket (Abu Dhabi)

##### Branch Manager

- Hire and train staff: Recruit qualified candidates, provide onboarding and training, and develop staff skills to ensure high performance.
- Manage budgets and resources: Allocate resources efficiently to achieve branch goals.
- Achieve sales targets: Track progress towards sales goals and take corrective action as needed.
- Develop and implement sales strategies: Identify sales opportunities, develop sales plans, and coach staff on effective sales techniques.
- Oversee inventory data accuracy through regular checks and spot counts.

## Education

2006

### Automobile Engineering

Co-operative college, Kalpetta, Wayanad  
University of Calicut

2003

### Plus Two – Commerce

Completed 12th grade in State Board  
with a total mark of 74%.

2001

### SSLC

Kerala HS Board

Completed 10th grade (SSLC) in State  
Board with a total mark of 84%.

## Personal Information

### Permanent Address

Illikkal House,  
Wayanad, Kerala  
673123

### Date of Birth

26-07-1986

### Gender

Male

### Nationality

Indian

### Passport No

M4600532

### Marital Status

Married

### Father Name

Ali K

## Declaration

I do hereby acknowledge that  
all the information furnished  
above is true to the best of my  
knowledge.

Place : Dubai

Ummer K K

- Develop and implement branch strategies: Analyze market trends, set business objectives, and develop strategies to achieve sales targets and profitability.

2015-2018

Big Mart Group (Abu Dhabi)

### Store Manager

- Handling all aspects of the hypermarket's operations, including sales, inventory, staffing, customer service, and marketing.
- Ensuring compliance with all legal and regulatory requirements.
- Achieving sales and profitability targets for the store.
- Developing and implementing sales and promotional strategies.
- Analyzing sales data and identifying trends and opportunities for improvement.
- Negotiating with suppliers to secure the best possible prices and deals.
- Recruiting, hiring, and training staff.
- Developing and motivating a high-performing team.
- Scheduling staff and ensuring adequate coverage during peak periods.
- Ensuring that customers have a positive shopping experience.
- Building positive relationships with key customers.
- Financial Management and Budgeting
- Managing the hypermarket's online presence.
- Implementing marketing and advertising activities.

2007 - 2015

•Al Madina Group

2012-2015 Worked as Floor Manager.

2010-2012 Worked as Floor Supervisor.

2007-2010 Worked as a Section in Charge.

2015-2018

Grand Hypermarket (Kuwait)

Salesman in FMCG