




Mohamed Kaleel Amanullah

Sales Executive

 Dubai

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EXECUTIVE SUMMARY

Results-driven professional with 7+ years in Gulf country mobile sales, excelling in driving revenue growth, optimizing operations, and leading successful retail strategies. Adept at managing shop operations with a focus on customer satisfaction and team collaboration. Currently thriving as a Mini Supermarket In-charge, applying strategic leadership to enhance day-to-day operations and profitability. Possesses a deep understanding of market trends and consumer behavior, ready to contribute to a forward-thinking organization's success in a senior leadership role.

PERSONAL INFORMATION

Full Name: **Mohamed Kaleel Amanullah**

Marital Status: **Single**

Date of Birth: **21-03-1996**

Passport No: **N5334289**

EDUCATION

Secondary Education

GCE Ordinary Education (2012)

School Attended

Al-Manar Central College (N.S),
Handessa, Sri Lanka.

SKILLS

- Sales Leadership
- Operational Excellence
- Retail Strategy
- Team Management
- Market Insight
- Visionary Leadership
- Strategic Implementation
- Adaptability

LANGUAGES

ENGLISH – Conversational

TAMIL – NATIVE

ARABIC – Conversational

HINDI – Conversational

MALAYALAM - Conversational

SINHALA - Conversational

WORK EXPERIENCE

Shop In-Charge

December 2022 – April 2024

Delgahamula Mini Super – Buwelikada, Gelioya, Kandy

- Effectively managed day-to-day operations of the mini-supermarket, ensuring smooth and efficient functioning
- Implemented inventory control measures, reducing stock discrepancies and optimizing stock levels.
- Oversaw merchandising and product placement strategies, contributing to a visually appealing store layout
- Actively engaged with customers, addressing inquiries and concerns to ensure high levels of customer satisfaction.
- Collaborated with suppliers to negotiate favorable terms and maintain strong vendor relationships.
- Implemented marketing strategies to promote specific products, leading to increased sales of targeted items

Branch Manager

March 2015 – December 2022

Italk Mobile & Technology – Doha, Qatar

- Led a dynamic team in shop management, emphasizing customer satisfaction and achieving high levels of team collaboration.
- Applied deep market knowledge to identify and capitalize on emerging trends, resulting in successful targeted sales initiatives.
- Played a pivotal role in the development and execution of retail strategies, contributing to the overall success of the business.
- Demonstrated visionary leadership, employing a hands-on approach to achieve organizational objectives.
- Actively contributed to the growth and success of the organization over 7 years, showcasing dedication and expertise.