 **Sharjah**  **UAE**

**MOBILE #** 0552137402

**E-Mail:** [**adilgreatg10@gmail.com**](mailto:adilgreatg10@gmail.com)

**Driving license UAE Available**

**General Management**

**Customer Services – Team Development - Team Leadership**

**Having 12-year experience in Retail operation Management, Cash Management and Business Development, Sincere and diligent professional having bachelors of commerce in Punjab University, Pakistan. Deft in establishing retail outlets, monitoring franchisee performance rendering market support. Good understanding of Brand Management, Market Research, Sales & Cash Management, and operational management. Demonstrated capabilities in enhancing brand image, accept abilities and positioning, resulting in increased sales and consistent growth in business opportunities.**

**CORE COMPETENCIES**

**Retail Operation**

* **store management**
* **Business**

**development**

* **customer services**
* **Stock management**
* **Brand Promotion**
* **strategic planning**
* **Team management**
* **Market Relationship**
* **Team Training**
* **visual Merchandising**

**Career History**

**Istanbul Supermarket**

**Store operation Manager**

**Sharjah UAE**

**TILL DATE**

# Bindawood Group Saudi Arabia

**Food Manager & CCO Manager Three year**

# AL-FATAH

# Store operation Manager

# Six year

# Carrefour

# Senior Cashier

# year

**MY DUTIES ARE GIVEN BELOW**

* ***In this role currently performing entire responsibilities of Midlevel store super market & non-food and fashion department operations to satisfied the customer need throughout the availability of stocks to generate the high turnovers.***
* ***Daily strongly follow up with central warehouse about store demand to ensure availability of stock on shelf.***
* ***To manage the warehouse by category by supplier, cleanliness, expiries, FiFo also control the depreciation of stocks through strongly follow up with stake holders on shelf availability of stock.***
* ***Contribute to implementing corporate policies & strategic decisions in the store.***
* ***To maintain the freshness of the product in the selling area also check quality as per the decided standards.***
* ***To increase the customer penetration with the help of different sales technicalities.***
* ***In Ramadan leading hampers business of the store according to the customer selection and generate the turnover around 70 M of stock-april-2021 also monitoring the execution packages.***
* ***Negotiate with Horace/O&I and portfolio customers to grabbing the more business from corporate customer.***
* ***To maintain the store KPIs related to energy cos***

**Educational Background**

**PU Lahore, BCOM, 2010 - 2013**

**BISE Lahore, ICOM, 2008 - 2009**

**BISE Lahore, Matriculation - Science, 2006 – 2007**

**Management and Leadership**

* + **Ability to establish effective working relations in a multicultural team environment**
  + **Excellent interpersonal skills**
  + **Consistently approaches work with energy and a positive, constructive attitude**
  + **Demonstrates strong oral and written communication skills**
  + **Builds strong relationships with internal and external clients**
  + **English, Urdu & Punjabi – Arabic Conversational**
  + **Excellent knowledge of all Microsoft Office applications**

**On Job Training**

* + **Start Department Manager Training**
  + **Goods Management System Training**
  + **New Customer Acquisition Training**
  + **Leadership Skills for New Team Leaders**
  + **Performance Management Training**

**Personal Info**

**Date of Birth: 10-Dec-1988**

**CNIC Number: 35201-2138015-1**

**Marital Status: Married**

**Nationality Pakistani**

**Language English, Urdu Arabic**