

IMRAN AHMED

imranahmed2019@gmail.com

Mob: +971545009503

DUBAI U.A.E

<https://www.linkedin.com/in/imran-ahmed-88314079/>



Objective:

To be part of the success in an environment of growth and excellence. I want to excel in this field with hard work, perseverance and dedication. Succeed in this stimulating and challenging environment, building the success of the company.

Work History

CARL GALLERY (DUBAI MARINA)

Position: Store Manager

Duration: Nov-2021-Present

Full Time



Key Responsibilities:

- ✓ Ensure the smooth running of the gallery.
- ✓ Maintain ongoing promotion and advertising of the gallery.
- ✓ Plan, organize, present and market exhibitions and shows, including responsibility for public relations.
- ✓ Work closely with individual artists, develop relationships with new artists, and extend relationships with established artist connections.
- ✓ Arrange transportation of work to and from the gallery, both nationally and internationally.
- ✓ Develop client lists by notifying potential clients of particular works and exhibitions, according to their interests.
- ✓ Develop and update the gallery website.
- ✓ keep up to date with industry developments and market trends.
- ✓ General administration, budgeting, finance and accounts.
- ✓ liaise with visiting artists and negotiate sales.
- ✓ Shipping documentation, supplier coordination, preparation of LPO's and order management.
- ✓ Handling All Social Media Channels, Implementing Marketing strategies.
- ✓ Handling All NFT Platform Segment Much Aware of NFT Market.
- ✓ Working Closely with Head of the Operations (CEO) for Smoother Operations.

Work History

PRIME TECH GROUP-CRUDE OIL FOREX TRADING

Position: Sales Account Manager

Duration: 01-Jan-2021 To 2021

Full Time



Key Responsibilities:

- ✓ Research and critical-thinking skills, math skills, teamwork and presentation skills, applicable knowledge of cryptocurrencies and their various markets trends.
- ✓ Prioritize competing tasks and deadlines, using data driven decision making.
- ✓ Responsible for managing existing relationships and customers, achieving sales targets, maintaining the high quality of services, and further expanding company business in the UAE region.
- ✓ Lead generation by using social media platform, events and cold calling, Setup meeting with customers, follow up on project.
- ✓ Deliver excellent NFT /Crypto project client relationship management throughout the sales process, Leverage cryptocurrency data and analytics to add value and deepen client relationships.
- ✓ Identify opportunities to automate, streamline and improve existing workflows. * Promote cryptocurrency sales through frequent client meetings and discussions covering new products, market, and industry developments.
- ✓ Proficient & Hands on exp in CRM, Slack Application, Zoho, Pipe Drive.
- ✓ Managed Sales Team for UAE market, Provided training on Forex Trading, crypto currencies, stocks, commodities etc.



Work History:

JASHANMAL GROUP

Position: Store In-Charge

Store: Camicissima Milano Dubai Mall (Fashion Apparel)

Duration: 13-Sep-2016 To 20-Nov-2020 Full Time



جاشانمال
JASHANMAL

Key Responsibilities:

- ✓ Manage store operations by ensuring exceptional performance and excellent customer services
- ✓ Display excellent customer service skills, great selling skills and exhibit motivation to succeed.
- ✓ Build customer loyalty through active client development and follow-through.
- ✓ Define best of class customer service standards and ensure high level of customer satisfaction.
- ✓ Applying and maintaining guidelines and standards for visual presentation and store section appearance and recommending and coordinating in-store promotions. Included all aspects of POS, store-section key control and cash management.
- ✓ Retaining key focus on business development, planning, implementing and coordinating sales activities to achieve sales and gross profit margins.
- ✓ Demonstrated the highest level of personalized service to customers, and managed expectations of the owners and clients as needed.
- ✓ Daily updating about stock movement and weekly stock order with proper invoice
- ✓ Maintaining outstanding standards, solid product knowledge and all other components of the Customer Service.
- ✓ Maintaining awareness of market trends and monitoring competitors' activities.
- ✓ Take a proactive learning approach in understanding best sellers, new arrivals, product knowledge and all category information.
- ✓ Ensured store administration operations are in accordance with due diligence guidelines.

Work History

LANDMARK GROUP

Position: Customer Service Specialist

Store: Lifestyle CenterPoint Oasis
center

Duration: 23-Mar 2015 to 20-Aug

2016 Full Time



LANDMARK
GROUP

Key Responsibilities:

- ✓ In- charge for department's categories, sale targets, visual merchandising and customer service.
- ✓ Handling department like (Home décor, bath décor, home fragrance, wall décor, lamp, chandelier, bedding, kitchen ware accessories etc.
- ✓ Ensure availability of new arrivals and fast-moving stock on floor.
- ✓ Highlighting the high discount stock front area. Implementing all promotion in store and merchandising according to display guidelines and planogram.
- ✓ Ensure availability of sin ages, self-strips, danglers and price point.
- ✓ Providing best customer service to satisfy customer and updating about new arrivals.
- ✓ Suggest customers about new fashion and explain about product which can boost to up-selling and add on sale.
- ✓ Maintaining good relationship with customers taking feedback and dealing with their queries.
- ✓ Indicating about new offers, deals, promotions, special discount.

Work History

Fossil India Pvt Ltd

Position: Sr Sales Specialist Watches

Store: Shopper's Stop Begumpet

Duration: 01-Jan-2009 To 15-Sep-2014

Full Time



SHOPPERS STOP
START SOMETHING NEW

Key Responsibilities:

- ✓ Develop the turnover, promote and sell creations by identifying clients' motivations.
- ✓ Demonstrate a constant awareness and actively strive to achieve Key Performance Indicators in order to increase store performance and reach individual and Store targets.
- ✓ Participate in, and represent Brand during promotional events and activities.
- ✓ Contribute in suggesting ideas and recommendation to the Management team in order to achieve improvements in all aspects of the Store performance.
- ✓ Demonstrate and reflect the refined and luxury lifestyle image of Store through customer service, attitude, personal grooming, dress code and behaviour.
- ✓ Ensure the highest level of service and care to all customers (both Clients and prospects).

- ✓ Contribute in suggesting ideas and recommendation to the Management team in order to achieve improvements in all aspects of the Boutique Operations/ Maintenance.
- ✓ Maintain effective stock controls to ensure continued stock supply and ensure good management of the stock (Stock record accuracy)
- ✓ Participate and support the team in daily and annual inventories



EDUCATION

Bachelor of Commerce
10+2
High School

Osmania university
Board of Intermediate
Board of Secondary



Skills Profile

- Strong written and oral communication skills
- Negotiation and communication
- Interpersonal skills
- Leadership Skills, Team Work
- Decision Making
- Operations Management
- POS systems
- Inventory Management



Computer Skills and Key Achievement

Diploma in IT Computer Hardware Diploma.

MS Word MS Excel MS Outlook.

Employee Of the Month October (LIFETYLE) Landmark Group 2015.

Top Best Seller of the Year 2018 Jashanmal Group

Successful Completed IELTS British Council 5.5 bands JAN-2014.



PERSONAL PROFILE

Name	IMRAN AHMED
Sex	MALE
Nationality	INDIAN
Marital Status	Single
Languages Known	ENGLISH, HINDI
Visa Status	Employment Visa