

DALBIR SINGH

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Bur Dubai, Dubai, UAE

SKILLS

- Retail Merchandising
- POS software expert
- Staff training and development.
- Sales
- Microsoft Office (MS Word, MS Excel, MS PowerPoint)
- Visual Basic, Oracle
- CRM, E-Commerce Inventory,

EDUCATION

2009

Guru Nanak Dev University |
Amritsar, India
Bachelor of Commerce:
Corporate & Cost
Accounting

ADDITIONAL INFORMATION

Languages Known : Hindi ,
Punjabi (Native),
English(Fluent), Arabic
(Basic)

Nationality : Indian
Driving License : Yes

PROFESSIONAL SUMMARY

Client-focused Sales Professional with 8+ years of providing solutions to customers. Solid understanding of retail management, stock management, visual merchandising, customer service, buying, staffing, and training. Proven track record of exceeding sales targets and company expectations.

WORK HISTORY

06/2020 - Present

Al Alam Al Lazeez Trading

LLC | Dubai

Ecommerce Merchandising &
fulfillment Specialist

- Monitoring key trading tasks such as stock management, product returns.
- Liaise closely with operations & customer service team to improve the efficiencies, trade & customer service experience.
- Assisting with day-to-day coordination of E-Commerce marketplace activities, like product upload, reporting, organizing stock transfers.
- Maintaining accurate statistical and financial records.

05/2017 - 03/2020

Sharaf Group | Dubai

Store Manager

- Driving and maximizing the sales and profitability of the store to achieve growth.
- Monitoring and reviewing staff and store performance on a regular basis.
- Driving sales through maximizing team performance.
- Organizing, preparing, and arranging promotional materials and displays.
- Maximizing sales through effective merchandising.
- Maintaining accurate statistical and financial records.
- Creating a combination of real value for money and outstanding customer service.

04/2010 - 05/2012

Apparel LLC | Dubai,

Store Manager

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- Driving sales through maximizing team performance.
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- Maximizing sales through effective merchandising.
- Maintaining accurate statistical and financial records.
- Creating a combination of real value for money and outstanding customer service.

ACCOMPLISHMENTS

- Apparel Manager Program - **Promoted to Store Manager** position from Senior Sales Associate.
- Awarded "**Best Seller of the Year**" in 2013/2014 - Increased sales by 11% over one year.
- Supervision - Supervised team of ten staff members.