



# PRASAD NARAYANAN KANNATH

Store Manager (Retail)



PB #: 73828;MAAJ HOLDING  
LLC, Abu Dhabi, UAE.



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## ABOUT ME

**Accomplished with 20 years of Retail Fashion & Footwear experience.** Recognised for assessing operational needs and developing solutions to save costs, improve revenues, and drive customer satisfaction. Resourceful and well-organised with excellent leadership and team building record.

## WORK EXPERIENCE

**PRESENT  
2017**

### *Store Manager*

(Brand: **UPIM & BLUKIDS**) – Handling 4 branches, **MAAJ HOLDING LLC** - Abu Dhabi, UAE.

Responsible for guiding store and warehouse managers to maximise sales, setting KPI for staff & store managers. Also involved in setting standards, monitoring performance & managing large budgets.

#### **Achievements:**

- **Opened 4 stores in UAE & 6 more projects are going on.**
- **Consistently going the extra Miles –went over sales budget by 5%, 7% & 8% respectively in three years in a row.**
- **Initiated new software for the smooth running of retail division.**
- **Created and implemented Store Operating Procedure (SOP).**
- **Increased staff productivity by 20 % whilst simultaneously reducing head count by 10 %.**
- **Reduce shrinkage of stocks through effective measurement and control less than 0.15 %, 0.13 % & 0.09% respectively in 3 years.**

## EXPERTISE

- Strategic Leadership & Self-management.
- Organization, Planning & Business development.
- Project handling
- Critical thinking & problem solving
- Operations & Analytical skills
- Teamwork & collaboration
- Professionalism & work ethic
- Training & team building skills

## SKILLS

Ms Office	<div><div></div></div>
Ms excel	<div><div></div></div>
Ms PowerPoint	<div><div></div></div>
Photoshop	<div><div></div></div>

## EDUCATION

Bachelor of Science (Physics). Calicut University, Kerala, India

## DRIVING LICENSE

UAE, Kuwait & India.

## REFERENCE

Available on request

June 2014-  
Sept 2017

**Store Manager** (Brand: **Collezione**) Area of stores: 6700 & 4100sq feet.  
**Liwa Trading (Al Nazer Group) - Abu Dhabi, UAE**

Responsible for managing 2 teams of 15+ employees of a Turkish brand. Proactively identified & solved complex problems that impacted operations management & business direction. Increased profits 20% by restructuring store layouts, enabling more efficient inventory management, financial planning & sales performance metric analysis.

Hired, trained & supervised team of up to 15 associates by helping them to meet daily & weekly sales goals through training & mentoring.

Achievements:

- Received the store of the year award in year 2016 based on the overall performance of yearly sales achievement, audit & stock take results, mystery shopper results.
- Achieved the sales budget of each year with an average growth of 10 % than previous year from 2014 to 2017.
- Reduce the shrinkage of stocks through effective training to staffs with regular stock loss action plan.
- Improve the foot fall with an average of 20 % than previous year through effective customer service and well-maintained store standards.
- Reduce the costs of operations through effective measurements consistently.
- Promote the talented staffs, by consistent training and measurement like POPC (Prepare Observe Practice and Certify).

Dec. 2009 -  
Apr. 2014

**Store Manager** (Brand: **Payless**). Area of the store: 5200sq feet .  
**M H Al Shaya Trading - Kuwait,**  
Managed a team of 20+ employees & worked in 5 different branches during this period.

Achievement:

- Opened 10 new stores & assisted in recruiting and training new staffs.
- Achieved the quarterly & yearly sales target consistently.
- My store was the Mystery shopper & Audit champion in year 2011 & 2012.
- Diminished total loss by .09% by implementing effective stock loss action plan.
- Oversaw inventory tracking management and physical inventory counts.
- Built loyal customer base by delivering excellent service and making in-demand products available.
- Determined staff promotions and demotions and terminated employees when necessary.

**Area Manager** (Brands: 'Me Too', 'SASCH' & 'Particolari'. Total 4 stores.) From 10/2007 to 11/2009.  
**Euro Brands General Trading - Kuwait, Kuwait**

**Area Manager -** ( Brand: 'Okaidi' French brand for kids with 4 branches ) From 03/2003 to 09/2007.  
**Al Shamsi Holding LLC - Kuwait.**

**Store Manager** (Brand: 'Springfield' -Spanish Fashion for Men)  
From 04/2000 to 01/2003. **Al Ghurair Retail - Dubai, UAE.**

**Sales Associate Cum Store Administrator** (Brand: "Next" – UK Brand) From 08/1996 to 03/2000. **M H Al Shaya Trading LLC - Dubai, UAE**

**Office Administrator.** (Manufacturer of Chemical dyes for textiles). From 08/1994 to 06/1996.  
**Prima Chemicals - Ahmedabad, India.**