



Wessam Nabih

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Professional sales manager with +20 years of expertise in the luxury brands industry, specializing in international markets. Skilled in overseeing retail sales for boutiques, accessories, and galleries. Adept at cultivating client relationships, managing product launches, driving revenue growth and optimizing sales processes to exceed targets.

UAE Resident: Available.

EXPERIENCE

Shop Manager

Jul 2021 - Present

Jakamen, Dubai

- Manage day-to-day operations of men's fashion wear store, overseeing a team of 4 staff members implementing effective visual merchandising strategies.
- Analyse sales trends and customer preferences to make informed inventory decisions, resulting in improved stock turnover and reduced holding cost.
- Achieve a consistent annual sales growth, exceeding revenue targets for brand Turkish men's wear including: leather luxury wears, shoes, bags, sunglasses, wallets and handbags.

Store Manager

Feb 2014 - Jun 2021

Saif Menswear, Damascus

- Increased men's fashion style sales by 25% monthly through strategic visual merchandising and product placement, resulting in a consistent upward trend over a span of 3 years.
- Conducted inventory management techniques that reduced stock losses by 20% annually, improving overall profit margins and minimizing shrinkage.
- Executed strategic sales plans for brand Syrian men's wear such as: Lord - 400 - Alberto Verdi - Solo - Nerouz and KM, promoting shirts, shoes, suits, handbags and sunglasses.

CEO

Jan 2011 - Jan 2014

Ms. Fine Lingerie, Damascus

- Established exclusive partnerships with renowned Turkish and Syrian brands, facilitating market entry and expanding product portfolios.
- Pioneered the inception of Ms. Fine Lingerie, conceptualizing and curating a collection of distinctive designs, logos, and decorative elements.
- Implemented comprehensive sales training programs, emphasizing product knowledge, interpersonal skills, and upselling techniques for 3 sales assistants.

Assistant Sales Manager

Apr 2008 - Oct 2010

Gallery One, Dubai

- Spearheaded promotion of photography and digital prints for famous international artists for decoration in houses and hotels, resulting in heightened brand recognition by 80%.
- Conducted regular training sessions for a team of 3 sales associates, setting sales targets and providing personalized coaching to enhance team performance.
- maintained strong relationships with corporate clients, resulting in a 15% increase in corporate art purchases and securing ongoing contracts for art leasing services.

Sales Supervisor

Mar 2006 - Mar 2008

Paris Gallery LLC, Dubai

- Conducted market research to identify emerging trends in the international fashion and luxury brands such as “Alexandre J, Amorino, Burberry, Chanel and Dior...etc “. enabling the introduction of new product lines.
- Initiated the timely preparation of detailed financial reports, demonstrating sales trends, revenue growth, and expense management to the manager.
- Supervised a dynamic sales team of 5 members, ensuring efficient store operations and Increased overall sales revenue by 20%.

Sales Associate

Feb 2004 - Feb 2006

Paris Gallery LLC, Dubai

- Participated with the visual merchandising team to create captivating displays that showcased international luxury brands like: leather suits, leather handbags, sunglasses and perfume.
- Achieved target per month between 85-150k AED by employing persuasive communication skills and product knowledge to effectively upsell.
- Handled point-of-sale transactions, managed inventory, and ensured accurate pricing and product information.

Sales Associate

Jul 2003 - Jan 2004

Liwa Company, Dubai

- Promoted and sold "OLYMP" German brand products, including luxury shirts, ties, and bow ties, effectively meeting customers' needs and preferences.
- Contributed to increasing brand awareness by 30% through educating customers about the unique attributes of "OLYMP" products.
- Assisted in inventory control for shirts and ties, reducing stock discrepancies by 15% and ensuring optimal product availability at all times.

Assistant Sales Manager

Mar 2002 - Jun 2003

Gift Box, Amman

- Oversaw daily operations of the sales team, providing guidance and support, resulting in 10% increased sales revenue at the end of the year.
- Analysed sales data and prepared comprehensive monthly reports, highlighting key performance metrics and areas for improvement.
- Engaged with customers to provide personalized shopping experiences, resulting in a 15% increase in customer satisfaction.

Sales Assistant

Mar 2001 - Feb 2002

Gift Box, Amman

- Collaborated with a 5-member sales team to showcase and promote high-end products, including perfumes, sunglasses, watches, and leather bags.
- Demonstrated in-depth knowledge of luxury famous brands, contributing to increased customer engagement and satisfaction.
- Addressed customer inquiries and provided detailed product information, enhancing their shopping experience.

EDUCATION**Diploma of - Business Administration**

2001 - 2004

The Intermediate University College, Amman

SKILLS

Product Knowledge, Sales Performance, Customer Relationship Management, Sales Process, Sales Associates, Sales Strategies, Taking Inventory, Business Development, Sales Plan, Direct Reports, Store Operation, Account Management, Market Research, Negotiation, Leadership, Collaborative, Customer Satisfaction, Microsoft Office (Word – Excel – PowerPoint).

LICENSES & CERTIFICATIONS

Certification of Employment Increment <i>Paris Gallery</i>	2006
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Certification of Appreciation <i>Paris Gallery</i>	2006
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Outstanding Achievement <i>AMOUAGE</i>	2006
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UAE Driving License <i>Dubai Driving Centre</i>	2006
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Reference Certificate <i>Paris Gallery</i>	2006
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HONORS & AWARDS

Bronze Level in Sunglasses & Sales Service Academy <i>Paris Gallery</i>	2007
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Bronze Level in Fragrance & Sales Service Academy <i>Paris Gallery</i>	2007
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Languages

Arabic: Native.

English: Intermediate.