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Dubai , Dubai 0000



INDIAN



YES



## EDUCATION

Certificate of Higher  
Education: Marketing  
Osmania University,  
India, June 2012

## LANGUAGES

English: Native  
language

:A1

Beginner Hindi

# ABDULSAMI MOHAMMED

## PROFESSIONAL SUMMARY

Customer-oriented Store Manager offering over [09] years of experience in retail operations, sales and service team leadership and profitability strategies. Organized and adept at prioritizing daily tasks and following through to achieve performance and productivity goals. Proficient Store Manager dedicated to hiring top-notch sales associates and maintaining smooth, efficient, and highly successful store operations. Organized and effective at encouraging staff cooperation and productivity to meet and exceed objectives. Born leader and analytical problem-solver with proven team building and management success. Skilled in planning and operations management. Background running successful business operations with knowledge of budgeting, staffing, and marketing. Accomplished in driving customer and revenue growth with proactive strategies and daily management.

## WORK HISTORY

September 2020 - Current

### RIVOLI EYEZONE -Optical Store Manager, DUBAI,

- Complete store operational requirements by scheduling and assigning employees; following up on work results
- Maintain store staff by recruiting, selecting, orienting, and training employees
- Maintain store staff job results by coaching, counseling, and disciplining employees; planning, monitoring, and appraising job results
- Prepare annual budget; schedule expenditures; analyze variances; initiate corrective actions
- Identify current and future customer requirements by establishing rapport with potential and actual customers and other persons in a position to understand service requirements
- Ensure availability of merchandise and services by approving contracts; maintaining inventories
- Formulate pricing policies by reviewing merchandising activities; determining additional needed sales promotion; authorizing clearance sales; studying trends
- Market merchandise by studying advertising, sales promotion, and display plans; analyzing operating and financial statements for profitability ratios

- **ASTER GROUP -Optical Retail Store Supervisor ( DUBAI )**

- October 2018 - June 2020

- Set sales targets and implemented action plans for achieving set objectives

- . Trained, mentored and supervised [6]+ employees, building strong sales teams for each shift through strategic rostering.
  - Reconciled sales upon conclusion of shift with 100 % accuracy.
    - Conducted personnel performance appraisals to assess training needs of staff members

- Provided training to improve knowledge base of staff and used cross-training methods to maintain productivity when employees were absent

- Met sales goals over [30 D ]

- **Thumbay GROUP - Optical Insurance and Sales, Dubai**
      - . September 2015 - May 2017

- . Delivered exceptional customer service
      - . used critical thinking to break down problems
      - . evaluate solutions and make decisions.
      - . Analyses data and information to identify issues and create tailored solutions.
      - . Oversaw logistics and operations to deliver process optimizations and efficiencies.

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## **SKILLS**

1. multi-tasking
2. Decision-making
3. Leadership
4. Motivation
5. Organizational skills
6. Effective communication
7. Making the first sale of the day