



LUQMAN SHAIKH

OBJECTIVE

Experienced Retail Sales Store Manager With More Than 20 Years Of Experience In Luxury Jewellery Brands In GCC.To Further My Knowledge And To Enhance My Professional Skills; Utilizing My Capabilities To The Best Extent And Thereby Add Value To The Organization And My Career.

EXPERIENCE

Jawhara Jewellery, Oman

Oct 2017 - Sept 2021

Store Manager

- 1:- Managing independently the complete operations of the shop while managing sales team.
- 2:- Planning/monitoring shop operations of Receipt, Storage, Return of unsold stock, Inventory control.
- 3:- Managing day-to-day management of the store in accordance with overall company policy.
- 4:- Maintain client profile, record competitor activities and implement strategic sales plans.
- 5:- Review sales, marketing and Administration operations. Take care of business development, staff unity and motivation, order execution, price negotiations and effective pre-post follow up with clients.
- 6:- Supervising the performance of the whole staff, monitoring their adherence to the company's standards and providing them motivational schemes to achieve their targets.

Damas Jewellery, UAE

Sept 2005 - Aug 2017

Assistant Store Manager

- 1:- Coordinating with the Branch Manager on issues such as forth coming consignment details, Merchandise, planning for seasons, sales promotions etc.
- 2:- Managing day-to-day management of the store in accordance with overall company policy.
- 3:- Preparing daily invoice, generating sales reports, cash report and profit report for the management.
- 4:- Implementing plans to improve the commercial performance of the store by increasing its turnover and maximizing profitability.
- 5:- Ensuring that visual merchandising is consistent with customers' expectations of the brand.
- 6:- Arranging display for new items according to the company's standards. Ensure availability of products and placing orders on time.

CONTACT

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+971523473150

Sharjah, UAE

<http://linkedin.com/in/luqman-shaikh-bb91402b>

SKILLS

Marchandising

Microsoft Excel

Team Leadership

Brand Awareness

Retail Sales

Time Management

Microsoft word

Customer Service

Team Coordination

ACHIEVEMENTS & AWARDS

Appreciation Letter For Best Performance From Damas Jewellery In 2009.

Super Achiever Award For Best Sales Performance From Damas Jewellery In 2012.

Long Service Award Certificate In Appreciation of 15 Years Of Service From CEO Of Jawhara Jewellery In 2020.

LANGUAGES

Arabic

English

Hindi

Urdu

Kannada

Konkani

REFERENCE

Amr Essam - "Jawhara Jewellery "
Regional Manager, Oman
amrmenem@jawharajewellery.ae
+96896981541

PERSONAL DETAILS

Date of Birth : 25/06/1979

Nationality : Indian

House Of Donuts International, Bahrain

Oct 2000 - June 2005

Sales Supervisor

1:- Attending walk-in customers & Taking order by phone.2:-

Preparing requisition list for the consuming items of each outlets,

3:- Distributing the fresh products to the regular clients on daily basis.

4:- Distributing the fresh products to our own companies outlets in Shopping Malls.

5:- Preparing the work schedule for the sales staffs & the van salesman.

6:- Preparing the sales invoice of regular clients on monthly basis, Preparing monthly stock reports.

Passport : T0689810

Driving : UAE:-405767

Licence Oman:-114841677
Bahrain:-790616467

Visa : Visit Visa

Status

Passport : 15/01/2029

Expiry



EDUCATION

Unity high school

1996

Sri Durga Devi Diploma College

1996-1999

Automobile

Aptech Computer Education

1999-2000

Information System Management

A handwritten signature in black ink, consisting of stylized, overlapping loops and strokes.

LUQMAN SHAIKH