***Professional Expériences and Accomplissements***

***Key & Proven Responsibilites***

**Projects**

\*\* Business plan

\*\* Analysis on Franchise Development

\*\*Developing Concepts

**IT & Computer Literature**

* Window & OS
* MS Office Proficiency
* Email & Internet
* English Typewriting 60/wpn

**Training & Development**

\*\*Attended seminar for Customer Service Excellence

\*\* Attended Seminar for HACCP by Ajman Muncipality

**Languages**

English 

Arabic   

Hindi 

Malayalm

**Personal Information**

|  |  |
| --- | --- |
| Date of Birth | 15-02-1965 |
| Sex | Male |
| Marital Status | Married |
| Nationality | Indian |
| Driving License | Valid –UAE/OMAN/KSA/INDIA |

**Declaration**

I hereby assure that the above information furnished by me is true & correct to the best of my knowledge. I hope that the above mentioned particulars will meet your requirements and if given a chance to prove myself, I assure you that I will do the best to fulfill company’s adjectives.

**References:-** References would be provided on request/demand.

* Responsable for over seeing all Sales & Distribution activités of the company and Managing Sales & Distribution team
* Responsible for over seeing all Buying activités of the company and managing Buying Team
* Own and Hit/Exceed annual Sales Targets within assigned territory and accounts
* Develop & Execute Strategic Plan to achieve Sale Targets and expand own Customer base
* Build and Maintain Strong, Long- lasting Customer/Dealer Relationship
* Partner with Customers' to understand their business needs and objectives
* Effectively communicate the value proposition through proposals and presentation
* Understand category – Specific landscapes and trends
* Reporting on force that shift tactical Budgets and Strategic direction of accounts.
* Sincere, Committed, Disciplined, Straightforward and Honest
* Effective, Convincing and rational
* Strong believer in excellence
* Working with sense of urgency paying close attention to détails
* Good interpersonnel skills and relationship management
* Taking all kind of Business and service profession on challenging manner
* Passion and positive on Challenges of Assignment
* **Operations Head** – 22 Branches of (Hypermarkets/Supermarkets/Department Store) in UAE
* **Distribution & Retail Operations Manager** – (Retail and Distribution of Korean Food Products) in Dubaï
* **Régional Retail Operations Manager** - 15 Branches of (Supermarkets/Department Store) in Dubaï & Northern Emirates
* **Business Development Manager** – Franchise store of Japan Home Center, EPPO & Zoom Shoes) in KSA
* **Retail Operations Manager** – (Franchise store of Japan’s **DAISO** Retail Operations and Development) in Kuwait
* **Hypermarket Department Head/Shopping Mall Duty Manager/Customer Relations Head/Asst. Personnel Manager** – (Lamcy Plaza Shopping Centre) in Dubai
* **Supermarket Manager** – (Salam Salmin Trading) in Oman
* **Buyer/Accountant** – (Popular Automobiles) Chennai, Mumbai & Delhi in India

***STRENGTHS***:



Bachelor of Commerce – B-com.

**AL MANAMA GROUP - UAE**

**Business Operations Head**

**ASIANA GENERAL TRADING CO-LLC/A MART LLC - UAE**

**Distribution & ADMN Manager**

**FATHIMA GROUP OF COMPANIES LLC- UAE**

**Regional Operations Manager**

**JAPAN HOME CENTER/EPPO/ZOOM SHOES – KSA**

**Business Development Manager**

**AL MAYA LALS GROUP – UAE/KUWAIT**

**Retail Operations Manager - Kuwait**

**Shopping Mall Duty Manager – Dubai**

**Asst. Personnel Manager/Transport In charge- Dubai**

**Customer Relations – Head – Dubai**

**SALAM SALMIN TRADING – OMAN**

**Supermarket Manager**

**POPULAR AUTOMOBILES-(Madras/Mumbai/Delhi) - INDIA**

**Buyer – Automobile Spare Parts – Delhi – India**

**Accountant cum Head Cashier – Mumbai/Madras-India**

**Key Learning**

Business Development, Area Management ,Franchise Operations, All the aspects of General Management, Excellent Communication Skills, Analysis of market trends and competitors’ activity, Trained and Motivational Personal, Overseas and local buying, stock allotment and right inventories, All the Administrative and good general accounting procedures , Sourcing materials and cost control.

Shopping Mall Management

Franchise Development

Distribution Management

2008 to 2010

1997 Mar 2008

1988 to 1996

1985 to 1988

Jan 2015 to 2017

2012 to Dec 2017

2010 to Dec 2012

**EDUCATION**

1982-1985

**CORE SKILLS**

2018

2018

**Ad Sun company**

**Accounts Officer**

Lahore, pakistan

**Saad Oriental Carpents**

**Accounts** **Officer**

Lahore, Pakistan

**Receptionist cum administrative assistant**

Dubai, UAE **March** **2013 to April 2015**

**Career Summary**

\*\* Having More than 20 years of experience in Retail Business as an Operations Head, Distribution Manager, Regional Operations Manager, Hyper/supermarket Manager/ Shopping Mall Duty Manager and Customer Relations - Head

\*\* Expertise in Hypermarket/Supermarket & Department Store (Retail Operations) & Area Management, Franchise Developments & Operations

Overseas purchase (Japan, Hong Kong & China)

Duty Manager, LAMCY Plaza-Shopping Mall (Dubai**)**

and MIS Reporting with strong command over business administration. Strategic thinker with high level of analytical and problem solving skills significantly contributed in core business activities.

\*\* A highly responsible, insightful, determined and enthusiastic quick learner who possesses a considerable amount of knowledge and experience in Retail/Wholesale/Distribution Operations & Managment

**Certification**

\*\* Certified Graduates

\*\* Certified From Muscat Computer Accadamy in PGDCA

\*\* Certified From Google for Power Searching with Google

\*\* Certified in English Higher Typerwriting/Word /Excell & Power points

\*\* Certified in HACCP Training

\*\* Certified in UAE Level3 Managers’ Training

\*\*Certified Customer Relations Excellence

.

**Retail Business Professional Hypermarkets/Supermarkets & Department Stores / Francise Developments / Shopping Mall & Distribution Management.**

**HACCP & TSI Quality Services Person-in-Charge Level3 Award**

**22 Year’s Exp.**

**BALA MAMBULLY**

Area Operations

Store Management

MIS Reports

Leadership Skills

Personnel Management

Budgeting & Forecasts

**EXPERIENCEE**

**Contact Details**

|  |  |  |
| --- | --- | --- |
| **call_girlie.png** | **+91-884 894 9030** |  |
| **email-girlie.png** | **balamambully@yahoo.com** |  |
| **location_girlie.png** | **Kerala – INDIA** |  |
|  |  |  |
|  |  |  |

Business Management