

**Mohammad Aboud**  
**Showroom Manager at du telecommunication**  
**Albarsha Mall**  
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Retail Professional with 22+ years experience in sales, management & operation in Saudi Arabia, UAE &Philippine & Syria.

Proven records in maximizing sales, leading a large multinational team and meeting customers' expectations.

Experienced in developing business with suppliers, budgeting, inventory, merchandising & Human Resources.

Seeking a Senior-level role in management, operation or business development in Saudi Arabia or in the GCC.

### Education

2010	MBA- Business Management, Lorenz University , USA
1999	BBA- Sales & Marketing, Beirut University ,Lebanon
1997	Bachelor of English Literature, Albaeth University, Homs ,Syria
1992	High School Diploma, Rezsalloum School, Homs ,Syria

### Career History

July-19 present	<b>Showroom Manager du telecommunication Ibn Batutta mall</b>
Aug16 -Jun 19	<b>Store General Manager At Robinson Hypermarket Philippine</b>
Oct 08 Jun2016	<b>Store General Manager</b> , eXtra (United Electronics Co.), Jeddah, KSA With 38 branches eXtra is the leading consumer electronics & home appliances in the region.
Mar 07-Jun 08	<b>National Sales Manager</b> , Bayan Co. for Digital Electronics, Damascus, Syria Distributor of Olympus Cameras and other brands with 36 showrooms across Syria.
Sep 05-Dec 06	<b>Department Head- Electronics</b> , Geant Hypermarket, Riyadh, KSA A French hypermarket chain operating in KSA from 2003 until 2010.  <b>Department Head-Electronics</b> , Carrefour Hypermarket, Dubai, UAE. An international hypermarket chain and the world second largest retailer.
Mar 99-Jun 05	KEY SKILLS AND COMPETENCIES : <ol style="list-style-type: none"><li>1. Proven track record of increasing sales and turnover.</li><li>2. Experience of managing KPIs and performance management.</li><li>3. Experience of processing sales enquiries to successful conclusion.</li><li>4. Commercially and operationally minded.</li><li>5. Able to inspire store staff to keep ahead of the competition.</li></ol>

6. Knowledge of working with brands and their guidelines.
7. Push civic engagement & social responsibility agenda within the store operations.
8. Responding to and comments and resolving customer complaints.
9. Ability to increase profitability through excellent service and effective management of retail space.

### **Professional Trainings**

- Jun 12 High performance Management, Meirc Training & Consulting
- Dec 11 Leadership Development Program, Meirc Training & Consulting
- Sep 11 Middle Management Development Skills, Meirc Training & Consulting
- Jun 09 People Management, Logic Management Consulting
- Dec 08 Managing Employee Performance, Logic Management Consulting
- Oct 08 Win Extra workshop, Logic Management Consulting
- Jun 07 Presentation Skills, Meirc Training & Consulting
- Mar 03 Business Cycle , Carrefour Training Program
- Sep 02 After sales service, Carrefour Training Program
- Jul 02 Management Skills, Carrefour Training Program
- Aug 01 Customers Experience Skills, Carrefour Training Program
- Feb. 01 First Aid, Fire Fighting & Security Skills, Carrefour Training Program

### **Additional Courses**

2009 English Courses, British Council,

### **Languages**

Excellent English, average French and Tagalog mother tongue Arabic.

### **Interests**

Sports, camping, fishing, travelling and cars.

### **Personal**

Date/Place of Birth	22nd Jan 74/Homs, Syria
Nationality	Syrian
Marital Status	Single
Visa status	Work Permit
Driving License	KSA and International UAE ,Philippine