
MOHAMMAD NASIM FAROOQUI



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RETAIL MANAGEMENT PROFESSIONAL

CORE COMPETENCIES

- | | | |
|------------------------------|---------------------------|------------------------|
| • Store Operation management | • Stock management | • Inventory Control |
| • Analytical and Report | • Customer Service | • Logistic & Warehouse |
| • Business Development | • Problem Solving | • Innovative |
| • Assertiveness | • Effective Communication | • Staff management |

WORK EXPERIENCE

Emirates Co-operative Society - Dubai, UAE

2007 to 2020

Asst. Branch Manager

- Responsible for the day-to-day operations, merchandising, purchasing & customer services.
- Follow up with the vendors about supplies & merchandise deliveries.
- Ensuring shelf labelling and weekly price checking.
- Responsible for the shelf replenishment and promo zone replenishment.
- Responsible for the staff scheduling and appearance.
- Analysing expenditure, budgets, forecasts, business plans, costs, prices supplier performance, supplier's capabilities, supply market dynamics, business requirements, proposals for supply, suppliers' motivations.
- Ensure consistency of merchandising execution and operational processes within the store are maintained at highest possible level.
- Arrangements for conduction of annual stock taking and supervision of store audit.
- Responsible for wastage and return to vendor.
- Identifying & meeting operational challenges through sound strategic expertise, in-depth analysis/research and cohesive plan executions.
- Accountable for the achievement of targets, revenue, expenses, and other business measurement.
- Performing market, competition & consumer analysis to determine marketing strategies.
- Managed series of stores within 1 umbrella group

Dewan Store (Pvt) Ltd. - Karachi, Pakistan

2005 – 2007

Stock Manager

- Responsible for the day-to-day operations, merchandising, & purchasing;
- Follow up with the vendors about supplies & merchandise deliveries;
- Managed stock in store to ensure customers satisfaction and meet their needs;
- Ensuring shelf labelling and weekly price checking;
- Responsible for the staff scheduling and appearance;
- Overseeing stock control and processing orders;
- Arrangements for conduction of annual stock taking and supervision of store audit;
- Ensuring merchandise availability & raise requisitions to Purchase Department and transfer stock from Central Warehouse to Store;
- Responsible for wastage and return to vendor;

- Keeping stock control system up to date and planning future capacity requirements;
- Developed marketing intelligence for generating leads;
- identified streams for revenue growth to build consumer preferences. Reviewed market response / requirements for accomplishing business goals;
- Managed product positioning, planning & execution activities throughout product lifecycle. Entailing, gathering & prioritizing product & customers' requirements and defining product vision;
- Developed products from existing & new ideas based on industry experience and contact with customers & prospects. Planograms and Category management.

Bin-Dawood Superstores Co. Ltd. – Jeddah, KSA

2001 - 2005

Asst. Store Manager

- Responsible for the day-to-day operations, merchandising, purchasing & customer services for one of the leading retail outlets (Shisha Br. – Makkah);
- Staff scheduling and assigning jobs as per requirements and ensure their personal appearance;
- Ensure Store appearance, cleaning and layout presentations;
- Ensuring shelf labelling and weekly price checking;
- Responsible for the shelf replenishment and promo zone replenishment;
- Arrangements for conduction of annual stock taking and supervision of store audit;
- Monitoring stock status and ensuring stock replenishments from Central warehouse;
- Monitoring waste and ensuring timely return to vendor;
- Doing price survey of competitors and report to central buying office;
- Responsible for conduction and supervision of Annual store Audit;
- Producing regular reports and statistics on daily, weekly and monthly basis.

Shell Select - Karachi, Pakistan

1997 - 2000

Asst. Store Manager / Admin / Accountant

First time in the history of Pakistan the concept of store at petrol pump brought by Shell Pakistan Limited. Select Askari (Convenience Store) is the first store of this concept

- Assisted the development of computerized Accounting System for the store;
- Responsible for maintaining the daily and monthly statistics report;
- Development of store operation, procedure including sales monitoring and administration control, with that I was responsible for the running audit.

A C A D E M I C S

1992 **B.COM. (Accounting, Business Communication & Economics)** from University of Karachi, Pakistan.

O T H E R C O U R S E S

- 2014** Certificate from "Khalifa Bin Zayed Al-Nahyan Foundation" to smooth & successfully running their Project in
 "Emirates Co-operative Society - Hatta Branch"
- 2012** PIC- (Person In-charge) - Food Control Department, Dubai Municipality from "Hygeia Quality Consultant, Dubai, UAE."
- 2000** Certificate from "Select Shell Pakistan" for "Customer Service & Basic Selling Skills Workshop" at Shell Pakistan, Karachi, Pakistan.
- 1993** Completed "One Year Diploma of Computer Science" from "Petroman Training Institute, Karachi, Pakistan."

P E R S O N A L D E T A I L S

Nationality : Pakistani

Date of Birth : 07 Oct 1971

Marital Status : Married

Visa Status : Employment Visa