

Ansar Wasil Raseen



About me

Inspiring, competent, result driven, motivated and capable leader who can face any challenges in his profession to achieve the ultimate goal. Has proven record in current profession as an inspector and previously Store manager who can co-ordinate the functions of a showroom in a way that attracts clients and encourages them to buy. transformed underperforming showrooms into thriving enterprises by building productive and successful sales, technical and administrative teams.

Contact

- **Phone:** 0094-773812213
- **WhatsApp:** 0094-773812213
- **EMAIL:** wasilraseenkin@gmail.com
- **HOME:** No :1, Ehuthar Hajiyar Street, Kinniya-06, Trincomalee

Personal information

- **DOB** : 1989-10-21
- **Relationship** : Married
- **Nationality** : Sri Lankan
- **Passport No** : N10088945
- **Driving License** : Sri Lanka

Professional Experiences

Inspector (Training) – 02/2021 to up-to-date (**3 years and 4 Months**)
NAITA, Sri Lankan Government

Showroom In-Charge – 10/2014 to 12/2019 (**5 years & 2 Months**)
Nehmeh Corporation, Qatar 

- Independently assess performance vs. SLAs for business success.
- Increasing and achieving showroom sales target and revenues
- Oversee staff, from career advancement to disciplinary measures.
- Adhere to company showroom procedures, SOPs, and policies always.
- Efficient allocation of sales personnel, Drivers & technicians
- Aligning the showroom operations to showroom Budgets
- Processing credit sales with legal documents and approvals
- Regularly brief showroom employees on their roles and responsibilities.
- Training and supervising team members for better showroom function
- Implementing marketing 4ps according to company standards and guidelines
- Completing essential paperwork like STV, Sales Return, ISO Files & related tasks.
- Prepare quotations and support the cashier with invoices as needed.
- Coordinate with Service Center to prevent damaged items remain in the showrooms
- Manage stock reconciliation and liquidation with Microsoft Dynamics 365.
- Optimizes asset utilization to control expenses (power, supplies, etc.)
- Coordinate with BU Heads: pricing, products, meeting & seminars.
- Operate the cash till and handle transactions per Retail SOP
- Collaborate with BU Heads, departments on transactions. Liaise with mall heads, managers as needed.
- Preparing all showroom staff for overtime
- Maintain showroom (safe & clean) for daily trading
- Grow showroom profits by attracting new customers and promoting Nehmeh brand.
- Drive customer engagement with approved offers
- Developing and executing sales plans to meet performance expectations
- Drive sales, product mix, and profit with assigned platforms
- Managing the CRM platform to retain and attract customers
- Submitting sales reports to your HOD as needed, either daily, weekly, or monthly

Marketing Executive – 01/2013 to 12/2013 (**1 Year**)
Eastern Brokers Ltd, Sri Lanka

Language Skills

- **Arabic**
Working Proficiency
- **English/Malayalam /Hindi**
Full professional Level
- **Sinhala/Tamil**
Native and bilingual proficiency

Awards

- Best performer of the month
2017-june- **Nehmeh corporation**
- Best performer of the month
2021- April- **NAITA**

Key Skills & Competencies

Professional

- Develop business strategies
 - Retail Management
 - Marketing
 - Aware of market competition
 - Customer Focus & Client Relationship
 - Replenishment & reconciliation
 - Visual Merchandising
 - Management Proficiency
 - Result Driven
 - Skill in Ms Office
 - Experience of selling products:
- + **Automotive products (Brands: 3M, Norton, PPG, Rupes, UPOL, KOVAX, and CORCOS AND NATCO PAINTS)**
- + **Wood working (Brands: ALVA, ICA, OECE, and NATCO AND PAINTS)**
- + **Construction tools (Brand: MAKITA, IMER, CP, BHACHIVAN, SOFY, STAMPA, AWELCO)**

Personal

- Leader Ship
- Ability to motivate others
- Multi-task skills
- Team player
- Quick learner
- Delegation
- Verbal and written communication
- Adaptability

Education

Master of Business Administration (MBA)

Cardiff Metropolitan University (UK) - (Sep 2023 - Following)

Bachelor of Science in Tea Technology and Value Addition (BSc)

Uva Wellassa University of Sri Lanka (Jul 2009 - Oct 2013)

Diploma in Marketing

Sri Lanka Institute of Marketing (Jan 2012 -Dec 2013)

Certificate in Information Technology

British informatics of computer technology (Aug 2013 - Jan 2014)

Professional Training

Communication // June 2019

Nehmeh corporation

Critical Thinking & Decision Making // June 2019

Nehmeh Corporation

Office Etiquette // June 2019

Nehmeh corporation

Non-related Referees

Mr. Elie Habchi

Head of the Department (Retail Division)

Nehmeh Corporation

Qatar

Mobile: 00974-33356362

Email: eliehabchi@hotmail.com

Mrs. Z.M.M. Naleem

Zonal Director of the Education

Zonal Education Office

Mutur, Sri Lanka

Mobile: 00974-774330956

Email: zeenathul69@yahoo.com