

ASHKAR KAMMALIL

Retail Shop Manager (VALID QID) HOLDER

Agile and adaptable staff leader with stellar work history, motivational approach and upbeat nature. Skilled at training employees and leveraging organized approaches to handle daily planning, scheduling and customer service requirements. Forward-thinking and industrious with diplomatic communication style focused on maximizing engagement and satisfaction.

Contact

Address

Doha Qatar

Phone

974 55678300

E-mail

ashkartktk@gmail.com

Skills

Stock audits
●●●●●
Excellent

Promotions
and specials
●●●●●
Excellent

Store
presentation
●●●●○
Very Good

Cash register
operation
●●●●●
Excellent

Languages

ARABIC
●●●●●
Excellent

MALAYALAM
●●●●●
Excellent

HINDI
●●●●●
Excellent

ENGLISH
●●●●○
Very Good

Work History

2011-02 -
Current

Shop Manager

New Thaif Super Market, Doha

- Oversaw employee performance, corrected problems, and increased efficiency to maintain productivity targets.
- Kept orderly and accurate accounting records by monitoring sales documentation.
- Established and optimized schedules to keep coverage and service in line with forecasted demands.
- Trained team members in successful strategies to meet operational and sales targets.
- Managed inventory control, cash control, and store opening and closing procedures.
- Established objectives to offer team members clear roadmap to help company achieve overall goals.

2007-03 -
2010-04

Purchase Manager

New Thaif Supermarket, DOHA

- Negotiated contract terms with vendors to balance cash flow against possible price savings with technical and operational input from stakeholders and colleagues.
- Established achievement targets and identified actions to reach objectives and operational goals.
- Trained purchasing team to assess vendor capabilities, develop sources and evaluate vendor performance.
- Conducted re-negotiations with vendors on rejections, disposition and adjustment of

purchased materials not meeting specifications.

- Collaborated with key stakeholders to facilitate delivery and compliance with purchasing strategy.
- Recommended market change solutions without compromising quality or service while optimizing cost.

**2004-02 -
2007-01**

Retail Sales Supervisor

New thaif super market, DOHA

- Increased store's profitability by re-merchandising inventory with attractive, eye-catching window and floor displays.
- Opened and closed store independently and prepared nightly bank drop for manager.
- Created and implemented employee monthly action plans to increase sales and customer loyalty.
- Greeted customers and helped with product questions, selections, and purchases.
- Counted cash register drawers at beginning and end of each shift to prepare bank deposits.
- Monitored inventory to recommend stock levels, maximizing profits and minimizing losses.

**2001-03 -
2004-01**

Sales Man

NEW THAIF SUPERMARKET, DOHA

- Increased revenue by implementing effective sales strategies in sales cycle process from prospecting leads through close.
- Achieved sales goals and service targets by cultivating and securing new customer relationships.
- Researched sales opportunities and possible leads to exceed sales goals and increase profits.
- Analyzed past sales data and team performance to develop realistic sales goals.
- Offered hands-on assistance to customers, assessing needs, and maintaining current knowledge of consumer preferences.

- Exceeded sales goals and accomplished business objectives by inspiring staff and promoting target products.
- Facilitated high volumes of cash, credit, and gift card transactions, verifying cash drawer balance at end of each shift.
- Strengthened merchandising and promotional strategies to drive customer engagement and boost sales.
- Managed efficient cash register operations.

Education

1997-06 -
1999-06

GED

KKV HIGHER SECONDARY SCHOOL - KANNUR

license

QATAR FULL DRIVERS' LICENSE (2005)