

<p align="center">Bobur Irisov Curriculum Vitae</p>	
<p align="center">Address: EB10-02, Ibn Al Jawzi street, Um Ghuwailina, Doha, Qatar Mobile: +974-3328 3280 Email: bobur.irisov@gmail.com Nationality: Uzbekistan Visa Status: Transferrable</p>	

OBJECTIVE: Experienced in Retail management & real estate agency with over 10 years of experience in GCC, worked across multi-brand premium stores, multiple store environments. Strong productive relationship building across all functions, highly trained for excellent customer service & team management.

EDUCATION: Specialized in Ceramic Arts, June 2001
Republican Art College, Tashkent Uzbekistan
Graduated as "Deans List Student"

EXPERIENCE: Real Estate Agent - ABK Real Estate, Doha, Qatar
June'2023 - currently

- Assisting the clients on Renting or Buying a property
- Determine clients' needs and financials abilities to propose solutions that suit them
- Initiate negotiation processes, consult clients on market conditions, prices, mortgages, legal requirements and related matters.
- Conduct informative and engaging property viewings, highlighting the unique features and benefits of each rental property.
- Develop and maintain strong client relationships through effective communication and follow-ups.
- Prepare necessary paperwork (contracts, leases, deeds, closing statements etc)

Entrepreneur/Small Business Owner - Tashkent, Uzbekistan
December 2020 – June 2023

- Handling full documentation, registration with Government organizations & banks
- Managing small coffee shop, resting zone, car service & wash center
- Full P&L & accounting, reporting to Tax office & other municipality organs
- Answering customer queries & resolving their concerns 24/7
- Managing team of 10

Optical consultant
November 2009 – June 2015

Alshaya Kuwait

Solaris – Debenhams Airport

Store in Charge, Store Manager
July 2015 – November 2020

Solaris/Visions Express, Avenues Mall

- Responsible for ensuring best customer service levels achieved;
- Making sure products are merchandised as per brand requirements/fully stocked & correctly priced, New products & promos are highlighted

- Ensuring the safe handling/movement of product/Cash so as to minimise damages and keep shrinkage costs to a minimum.
- Making sure the sales targets are achieved, teams are motivated & all communication with related departments are in place for customer feedback, store consumable requirements & stock transfers among stores/from DC
- Regular perpetual & annual stock counts
- Reached maximum "Mystery shopper" grades in the Fashion department

Gallery Owner Assistant BU Gallery - Kuwait

December 2007 – July 2009

- Arranging the gallery items – paintings, wall arts & etc. artistically
- Organizing the exhibitions & other events held in Gallery
- Answering customer queries, problem solving and providing detailed information on any requests

SKILLS: Born team-leader, motivated, communicable and able to handle situations

Native – Uzbek, Fluent – English & Russian, Basic Arabic

MS Office, Internet Skills