

KHALIL ASSAAD HAMDAN

SHOP SUPERVISOR – MERCHANDISER – EXHIBITION ORGANIZER



I am a dynamic professional with a rich background in sales and event organization, having worked as an exhibition organizer and sales supervisor in various international settings. My experience spans luxury fashion retail, where I successfully led sales teams and achieved targets. Having traveled extensively to China, Indonesia, South Africa, and the UAE, I bring a global perspective and cultural adaptability to my work. Fluent in several languages, I am adept at fostering strong customer relationships and delivering exceptional service. Looking ahead, my career goal is to continue merging my passion for sales and event management on a global scale, creating immersive experiences and exceeding customer expectations in diverse markets.

CONTACT



+974-77 354 555



Khalilhamdan.leb@gmail.com



Doha, Qatar

PERSONAL DATA



26/ 07/ 1992



Nationality: Lebanese



Driving license: available



Qatar residency: available with NOC

EDUCATION

Administration & Accounting

Al-Masar Institute

Lebanon | 2011

LANGUAGES

- **Arabic :** Native
- **English:** Fluent
- **Chinese:** good
- **Indonesian:** good

REFERENCES

- **Available upon request.**

SKILLS

- Time management
- Negotiation
- Budgeting
- Effective communication
- Report writing
- Organization
- Team leader
- MS Office

WORK EXPERIENCE

25/mar/2023 – still

Position: Sales

Sharwa Center (Cosmetics shop) | Qatar.

Duties:

- Customer Assistance: Provide expert guidance and personalized recommendations to customers.
- Product Knowledge: Stay informed on cosmetic trends, ingredients, and upsell effectively.
- Visual Merchandising: Maintain an appealing store presentation to enhance customer experience.
- Sales Achievement: Meet or exceed sales targets through effective communication and product promotion.

2020 – 2023

Position: Sales

Kids fashion trading (Freelancer) | between Turkey and Lebanon

Duties:

- Conduct market research to identify trends in kids' clothing.
- Responsible for buying and selling kids' clothing items.
- Monitor stock movements and analyze price fluctuations in the children's apparel market.
- Focus on short-term and long-term trades based on customer demands for kids' clothes.
- Navigate changes in the market for children's clothing and make strategic decisions to meet clients' needs.

2018 – 2020

Position: Sales

Cocoriki Shop for (charcoal) | Semarang, Indonesia.

Duties:

- Guide customers in choosing suitable charcoal products.
- Demonstrate knowledge of different charcoal types.
- Monitor and restock inventory as needed.
- Utilize upselling techniques for increased sales.

2016 – 2018

Position: Shop Supervisor

Avous Trading (Slippers & Socks) | yiwu , dongyang, China.

Duties:

- Monitor inventory turnover, conduct regular audits, and reorder products as needed.
- Provide excellent customer service by addressing inquiries and assisting with product selection.
- Train and guide sales staff to enhance their product knowledge and sales skills.
- Ensure attractive and organized displays of slippers and socks to maximize customer engagement.
- Conduct training sessions to enhance product knowledge, customer service, and sales techniques.

2015 – 2016

Position: Exhibition Organizer

Al-Warkaa Co. (Retail Exhibition) | Johannesburg & Capetown, South Africa.

Duties:

- Strategize and plan all aspects of exhibitions, including themes, layouts, and schedules.
- Negotiate with vendors, suppliers, and contractors to secure favorable pricing.
- Develop and implement marketing strategies to attract exhibitors and attendees.
- Serve as the main point of contact for exhibitors, sponsors, and attendees.
- Provide information, support, and assistance to ensure a positive experience for all participants.
- Ensure compliance with safety regulations and coordinate with venue staff and security.
- Analyze the success of the event and identify areas for improvement in future exhibitions.

2010 –2012

Position: Sales Supervisor

Global Village, Fashion Luxury | Dubai, UAE

Duties:

- Supervise and lead the sales team, providing guidance and support.
- Foster and maintain strong relationships with high-value customers.
- Address customer inquiries, concerns, and feedback to ensure a positive and personalized shopping experience.
- Oversee the visual merchandising of the luxury fashion shop.
- Ensure that the store layout and displays align with brand standards and create an enticing environment for customers.
- Manage inventory levels, ensuring products are well-stocked and displayed appropriately.
- Uphold the brand image and luxury standards of the fashion shop.
- Implement and enforce brand guidelines, ensuring a consistent and premium experience for customers.

COURSES

- Successful Negotiation: Essential strategies and skills (online) – University of Michigan | 2023