



DARWARD SANTOS

PROFILE

Dynamic and results-driven professional with extensive experience in retail and sales across various sectors, including FMCG, hardware, and fashion. Proven expertise as an Assistant Supervisor cum Cashier, with strong skills in POS operations, reporting, and staff supervision. Experienced Sales Representative specializing in hardware products, adept at building customer relationships and achieving sales targets. Skilled Sales Promoter in teens' wear, with a keen eye for fashion trends and customer needs. Committed to delivering exceptional service, driving sales growth, and maintaining operational efficiency.

WORK EXPERIENCE

PLAZA DINE RESTAURANT

OCT 2024-MARCH 2025

ASSISTANT SUPERVISOR CUM CASHIER (QATAR)

- Prepared and submitted detailed daily, weekly, and monthly sales reports to management.
- Assisted in inventory management by reconciling sales data with stock records.
- Managed Point of Sale (POS) systems, ensuring accurate and efficient transaction processing.
- Ensured compliance with company policies, safety standards, and cash-handling protocols.
- Addressed customer inquiries and resolved complaints promptly to enhance satisfaction and retention.

AL BALADI HOLDING

2022-2024

FMCG GROCERY SUPERVISOR (QATAR)

- Effectively lead, train, and motivate a team to ensure smooth operations.
- Maintain accurate stock levels by overseeing inventory control and product ordering. Communicate effectively with staff, upper management, and customers to ensure smooth operations.

ALL HOMES HARDWARE

2020-2022

SALES REPRESENTATIVE (PHILIPPINES)

- In-depth understanding of hardware products, tools, equipment, and related materials..
- Build and maintain long-term relationships with customers, ensuring repeat business
- Provide technical support to customers, offering troubleshooting advice and product usage instructions..

NEXT JEANS TEENS WEAR

2019-2020

SALES PROMOTER (PHILIPPINES)

- Promoted and showcased trendy teen apparel to attract customers and boost sales.
- Assisted customers in selecting outfits that suited their style, preferences, and budget.

RACINI BAG AND Luggage

2018-2019

SALES PROMOTER (PHILIPPINES)

- Expert in showcasing and promoting premium bags and luggage, highlighting features, durability, and style to attract customers and drive sales.
- Skilled in building strong customer relationships, delivering exceptional service, and meeting sales targets through effective product demonstrations and upselling techniques.

CONTACT

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BIRTHDAY: JULY 31 1996

AGE:28 YEARS OLD

EDUCATION

2016-2018 DATA
COM

- Information technology

SKILLS

- GOOD AT EXCELL
- MICROSOFT
- Team Leadership & Staff Management
- Sales & Customer Service Expertise
- Inventory & Stock Control
- Problem-solving & Conflict Resolution
- Fast-paced Environment
- Adaptability
- Communication &
- Interpersonal Skills

LANGUAGES

- English (Fluent)
- Filipino(Tagalog)