



**ANZAR.B**  
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**Valid QID & Qatar Driving license**

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### **OBJECTIVE**

To obtain a challenging position as a Showroom Manager/In charge in a reputed company where I can utilize my product knowledge, customer service skills, sales expertise and management skills and contribute to business success.

### **PROFESSIONAL SUMMARY**

Dynamic and results-driven Retail store Manager with over 7 years of experience in hardware, tools, and fasteners industry. Proven track record in driving sales, building strong customer relationships, and providing technical product knowledge to clients. Adept at identifying customer needs, closing deals, and delivering consistent revenue growth. Skilled in retail sales and inventory control.

### **EDUCATIONAL QUALIFICATION**

- Bachelor in Computer Application from Mahatma Gandhi University, Kottayam, Kerala, India

### **PROFESSIONAL SKILLS**

- Fasteners, Tools, and Industrial Hardware
- Hardware showroom Management
- Client Relationship Management
- Product Demonstration & Negotiation
- Retail and Wholesale Distribution
- Stock Management & Merchandising
- Market Research & Competitor Analysis
- Excellent Communication & Follow-up

## SUMMARY OF EXPERIENCE

### Retail Store Manager

**(Grandex Fasteners & Tools Trading WLL, Qatar) 20/09/2020 to present**

- Managed daily showroom operations for building materials, fasteners, and hand tools.
- Assisted customers in selecting suitable products based on their requirements.
- Maintained stock levels and coordinated with the warehouse for replenishment.
- Prepared quotations, invoices, and handled billing.
- Ensured proper display and organization of materials in the showroom.
- Supervised sales staff and maintained customer service standards.
- Handled supplier coordination and product ordering.
- Maintained records of sales, stock, and customer orders.

Promoted and sold a wide range of industrial tools, fasteners, bolts, nuts, anchors, drills, and power tools to retail and corporate customers. Managed daily store operations, customer interactions, and sales inquiries. Provided product advice and technical specifications to customers based on their project requirements. Built and maintained relationships with contractors, workshop owners, and site engineers to generate repeat business. Coordinated with warehouse and procurement teams to ensure timely delivery and restocking.

### IT Support Cum Sales Coordinator [Techspine Solutions, Doha Qatar]

**01/03/2018 to 30/02/2020**

Provide hardware and networking support, CCTV installation and maintenance, Assist the sales team with quotes, proposals, and client communication. Track and manage sales leads, follow-ups, and conversion status. Prepare and process purchase orders and sales invoices. Coordinate with vendors and suppliers for product availability and delivery timelines. Act as a point of contact between the sales team and clients. Respond to client inquiries regarding products, pricing, and availability.

### Jr. Network Support Engineer [Time Net Solutions, Cochin, Kerala]

**31/05/2012 to 03/06/2013**

Assisting senior engineers with network design, installation, and maintenance, configuring and monitoring network hardware and software, troubleshooting network issues, and ensuring network security.

## PERSONAL DETAILS

Nationality	:	INDIAN
Date of Birth	:	28/09/1988
Marital Status	:	Married
Languages Known:	:	English, Hindi, Malayalam
Religion	:	Islam
Passport No	:	J3117854
Passport Expiry	:	13/03/2031
Driving License	:	India, Qatar
QID	:	Valid upto 01/04/2026