

ANWAR HASSAN ALFAKIH

Saudi Arabia

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JOB OBJECTIVE


Seeking a challenging and creative position in a well-established organization where my interpersonal, communication, and analyzing skills will be fully utilized and developed.

LANGUAGES

Arabic	Mother's tongue.
English	Excellent spoken and written

WORK EXPERIENCE

Job Title Job Desc	<p>ZAIDG ALHUSSIN & BROTHERS GROUP</p> <p>DEC 2019 – As of the date</p> <p>Alrimaya Area Manager</p> <ul style="list-style-type: none">• Jeddah region area manager 6 stores Jeddah – Taif Madina - for 1 year.• Abha region area manager for 9 stores including wh (Abha – Khamis –Najran –Jazan – Sabya – Bisha – Biljurshi – Alnamas -from Jan 2021 till now.• National Staff recruitment.• Staff training & development.• Stock management.• Assists and solves the customer's queries and complaints.• Leading 2 new store openings in Jeddah & Alhasa.• Leading 62 employees in Abha Region	
Job Title Job Desc	<p>Landmark Group – Centrepoint KSA</p> <p>FEB 2011 – Nov 2019</p> <p>Baby Shop Store Manager</p> <ul style="list-style-type: none">• Develop business strategies to raise our customers' pool, expand store traffic and optimize profitability• Meet sales goals by training, motivating, mentoring, and providing feedback to sales staff• Ensure high levels of customers satisfaction through excellent service• Complete store administration and ensure compliance with policies and procedures• Maintain outstanding store condition and visual merchandising standards• Report on buying trends, customer needs, profits, etc• Propose innovative ideas to increase market share• Conduct personnel performance appraisals to assess training needs and build career paths• Deal with all issues that arise from staff or customers (complaints, grievances, etc)• Be a shining example of good behavior and high performance	

<p>Job Title Job Desc</p>	<p>Landmark Group – Centrepont KSA FEB 2009 – JUN 2011</p> <p>Baby Shop Department Head</p> <ul style="list-style-type: none"> • Enforce quality customer service • Mentor and train employees • Provide a comfortable working environment • Implement business strategies to increase sales • Maintain and improve company standards • Prepare staff for job transition and succession • Manage the execution of product promotions • Keep staff motivated • Recruit, interview, hire, coach, assess, and fire employees • Exceed sales and customer satisfaction objectives <p>MBC Clothes Company - ADEN - YEMEN Aug 2004 – April 2008</p> <p>Salesman</p> <ul style="list-style-type: none"> • Assists and solves the custom queries and complaints • providing reports Dept. Feedback and sales data • Ensuring proper and maintaining offers Standards. • Provides Coaching for staff. • Performs other related administration works and documentation. • Monitoring department equipment’s functions to ensure smoothness. • Provides and Training customer service. • Provides information of the products to the Staff’s and the Customers • Responsible for category budget and Cost. • Identifying new ways to generate sales and achieve goals. • Daily operations and contribute to the meetings sales target. • Supports and provides report data to the Area manager • Train staff to respond to each customer's individual needs. • Prepares sales and inventory reports
<p>Job Title Job Desc</p>	<p>centrepont  سنتر پونت</p> <p>baboyshop Splash SHOE MART Lifestyle</p> <p><small>4 GREAT BRANDS, 1 DESTINATION</small></p>

INTERPERSONAL SKILLS

- Can develop and maintain good commo with others.
- Able to work in a fast-paced enviroicationnment, with quick turnarounds and tight deadlines.
- Can easily, smoothly deliver, and explain ideas and concepts to others.
- Can work in a team or individually.
- Can quickly learn new job concepts.
- Have no difficulties developing experience in working with new tools.
- Typing Arabic & English speed (very good).
- Good communication skills.

COMPUTER SKILLS

- Very good internet research tools with google guide
- Very good in hardware and software
- MS Word, Good experience at word-p of Arabic, English
- MS Excel
- MS PowerPoint
- MS Outlook

TRAINING & COURSES

- Customer service
- Product Knowledge
- Art of Selling
- Communication skills
- Building Cohesive Team
- Leadership
- Sales Culture
- P&L State
- Problem-solving
- Time management
- Delegation

HOBBIES, INTERESTS, And ACTIVITIES

Surfing the Internet, Chatting, Listening to music, reading about jewelry and accessories, Exercising, Participating in Open days, Watching Action and animation movies, tennis table, fishing, building Aircraft planes, reading historical books, collecting wood and oriental antiques, Shopping, Meeting new people and making new friends.

EDUCATION

2004-2006 Industrial Technical institute

PERSONAL DATA

Date of Birth 01st JAN 1983
Place of Birth YEMEN
Nationality YEMEN
Marital Status Married