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# EMMANUEL ILAGAN SALVA

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# QUALIFICATION

* **With 19- and 5-months years total experience in store managing, retail and marketing and window and visual display stylist 8 yrs. in Dubai, United Arab Emirates and 10 years in Kingdom of Saudi Arabia. 1 year and 5 months in Bahrain.**
* **Analysis and evaluation skills.**
* **Understanding of Schedule creation.**
* **Problem solving and critical thinking.**
* **Experience in overseeing team and more than 10 and evaluate employees’ performances.**
* **Background in business position.**
* **Conflict resolution abilities.**
* **Manage labor and workforce effectively to manage cost.**
* **Give instructions quickly and clearly and delegation abilities.**
* **Comfortable in leadership and management position.**
* **Experience in Visual Merchandising as my previous position was Area merchandising Manager in 10 years in Saudi Arabia.**
* **Experience in handling money responsively and accurately.**
* **Visiting store to store for discussing sales productivity and assisting the store layout and correct sale output.**

#### CAREER OBJECTIVE

**To contribute effectively to an environment where profitability becomes the objective and growth becomes the goal of existence. I also want to experience intellectual advancement by properly investing in handling responsibilities that will be assigned to me and which I believe will definitely help in adding values to the organization and myself towards my career advancement, knowledge corner and self-development.**

**A fully committed, capable and confident retail person who possesses the required vision, ability, drives and enthusiasm needed for successful retail management. A highly organized and consistent individual with over 19 years of practical retail and customer service experience.**

### **OBJECTIVE AS A RETAIL MANAGER**

**To obtain employment with a company that promotes quality products and provides me with opportunities to meet and exceed assigned sales goals. To enhance my customer service relations and skills as a sales associate with potential for career growth.**

**CAREER HISTORY**

**AL SHAYA INTERNATIONAL, KSA SEPT.14, 2008- TO PRESENT**

**RIVER ISLAND SAUDI ARABIA and Bahrain**

***STORE MANAGER***

**Accountable for Sales Performance, Focusing on growth and profitability, customer satisfaction, merchandising standards, store operations and the training and development of the entire staff. Organizes weekly staff meetings to recap store performance, and to communicate new company goals and strategies, as well as new store procedures and performance targets. Meets or exceeds profitability expectations for the store in sales, payroll, shrinkage and conversion. Creates and executes strategies to maximize store sales and control expenses,**

**Networks, recruits, hires, develops and retains high quality management and associates to fill store profile and succession planning.**

**ATAYA ENTERPRISES LLC. DUBAI JULY 15,2006-APRIL 30,2008**

***VISUAL MERCHANDISING MANAGER AND STORE ASSOCIATES***

**Train on proper window and in stores display to reflect the appropriate advertising and seasonal focus**

**Monitor levels of stocks, 10 best items, staff sales figure, rotes and tailoring daily cash up, till operation and backing. Provides reports for store improvements of sales, range of clothes and promotion of brand images. Control the entire layout and merchandise the 3 shops of ZARA brand KIDS SECTION, 3 stores of AEROSOLES brand and 2 stores FACE STOCKHOLMS**

**AND OILILY KIDS.**

**TIME SQUARE LLC DUBAI APRIL 26,2005-MAY 10,2006**

***VISUAL MERCHANDISER IN- STORE***

**Responsible for all the window display of the shops (EVISU, MAVI JEANS, AND BAUHAUS) located in IBN BATUTA MALL in Dubai. Responsible also in customer service training for the staff and monitoring good sales and proper teamwork. Assuring proper organization and cleanliness in all stores. Ensuring perfect customer service in all levels of people. Ensure floor move are complete and accurate throughout the stores. Communicate and train on proper window and in stores display to reflect the appropriate advertising and seasonal focus. instruct stores associates in appropriate visual techniques, including the use of colors, texturing the walls, graphic incorporation, props and cross merchandising and signing.**

**AL SHAMSI HOLDINGS LLC DUBAI AUG. 9,2003-APRIL 17, 2005**

***MARKETING COORDINATOR***

**Implements marketing and advertising campaigns by assembling and analyzing sales forecasts; preparing marketing and advertising strategies, plans, and objectives; planning and organizing promotional presentations; updating calendars. Tracks product line sales and costs by analyzing and entering sales, expense, and new business data. Prepares marketing reports by collecting, analyzing, and summarizing sales data. Keeps promotional materials ready by coordinating requirements with graphics department; inventorying stock; placing orders; verifying receipt. Supports sales staff by providing sales data, market trends, forecasts, account analyses, new product information; relaying customer services requests. Researches competitive products by identifying and evaluating product characteristics, market share, pricing, and advertising; maintaining research databases. Plans meetings and trade shows by identifying, assembling, and coordinating requirements; establishing contacts; developing schedules and assignments; coordinating mailing lists. Monitors budgets by comparing and analyzing actual results with plans and forecasts. Updates job knowledge by participating in educational opportunities; reading trade publications. Accomplishes organization goals by accepting ownership for accomplishing new and different requests; exploring opportunities to add value to job accomplishments.**

**NEW MILLENNIUM ADVERTISING OCT. 20, 2002-JUN. 13,2003**

**ABU DHABI**

***WRITER/MARKETING ASSOCIATES***

**Writer and editor in chief of the company monthly magazine. Responsible also for the outdoor marketing encouraging marketing offices and different establishment for their small advertising needs. Promoting and advertising and creating attractive pamphlets, leaflets, for new businesses that want to at least promote their programs and needs.**

**DEPARTMENT OF TOURISM FEB.2, 1998-JAN 17, 2002 CAMARINES SUR**

**PHILIPPINES**

***MARKETING AND PROMOTION COORDINATOR***

**Marketed and promoted eco-tourism packaged tour of the office to the different institution around the province of the Philippines. Encouraged schools to avail of our educational tours. Assisted the marketing and promotion head in formulating annual plans and programs. Assisted in preparing tour packages and initiates modification when necessary. Coordinate with the different provincial offices on matter related to tourism. Responsible in handling shows such as beauty pageant and children show related to tourism.**

**EDUCATION**

**COLLEGE ATENEO DE NAGA UNIVERSITY**

**BATCH 1999**

**BACHELOR OF SCIENCE IN BUSINESS**

**ADMINISTRATION**

**MAJOR LEGAL MANAGEMENT**

**NAGA CITY**

**STA ISABEL COLLEGE (3YEARS)**

**BACHELOR OF SCIENCE IN PHYSICAL**

**THERAPY**

**NAGA CITY**

**HIGH SCHOOL ATENEO DE NAGA UNIVERSITY**

**BATCH 1992**

**NAGA CITY**

**ELEMENTARY NAGA PAROCHIAL SCHOOL**

**NAGA CITY**

**PERSONAL DETAILS**

**Date of birth: 7th December 1974**

**Nationality: Filipino**

**Status: Single**

**Religion: Roman Catholic**

**Height: 6ft 2inc.**

**Weight: 185lbs**

**Skills**

**Fashion seekers and consultant, Internet surfing, good communication skills, computer literate and knowledge, Visual Fashion concepts design, layout store maker and creative designer, great team leader, motivator and promoter. Great sales motivator.**

**REFERENCE**

**To be furnished upon request.**