



Mubashir Hussain
+973-36804014
mubashir_hussain21@ymail.com

OBJECTIVES

Looking for career enrichment opportunity in a reputed organization where I can utilize my 21 years of professional skills to make a tangible contribution to growth.

Showroom Manager: Euro Gallery

Sep. 2014 – present.

Euro gallery is a leading showroom for tiles and bathroom fixtures dealing with international brands like System Pool, Kludi, Latina, British Ceramic Tiles, Realonda, Gural sanity wares from Turkey, Porcellan and various other well known brands.

Responsibilities:

Responsible for ensuring a consistently high standard of presentation in the store and making sure that all available space in the store is effectively utilized. Focused on maximizing the customers shopping experience.

Responsible for the daily managing of staff and the assigning of duties.

Managing and motivating staff to increase sales and ensure store efficiency.

Analysing store sales figures.

Developing, researching and implementing marketing strategies.

Maintaining awareness of market trends and monitoring local competitors.

Ability to increase profitability through excellent service and the effective management of retail space

Sales Manager: A J M Kooheji Group, Bahrain

October 2012- August 2014.

A J M Kooheji's **Furnishing Division**, a 30 Year old Company is engaged in retailing of some World Class modern, Ethnic & Contemporary furniture from various parts of the world & has a strong retail presence in Bahrain.

Retail Sales & B2B

Responsible for achieving sales targets and gross profits.

Reviewing sales and marketing information both historical and current.

Looking at competitors and evaluating strategies to compete.

Ensure that associates are well trained on effective selling techniques.

Provide feedback to all concerned on market trends and customer preferences; ensure that comparative analysis on competitors is done periodically.

Ensure that stock is consolidated periodically to maintain maximum product availability.

I was leading a team to market custom made furniture for Bahrain market,

Managed to develop a very strong customer base, generate new accounts .

Closely work with designers during design stage of Project to get our product specified and approved.

Final negotiation of job once it is awarded. Overall responsibility to execute the job in time by coordinating with Project manager.

Major Projects completed in the year 2012

- 1) Fontana Towers, Juffair
- 2) Era Tower, Seef area
- 3) 5 Villas in Durrat Al Bahrain
- 4) Hotel Manama towers, Exhibition Rd

Sales Manager | E M Dekor, Bahrain

1-08-2011 – 31-09-2012

Responsibilities.

Evaluate and workout a proper design in line with client's needs and requirements.
Oversee preparation of quotations as per the received specs and BOQ by selecting solutions that map the functionality to the budget
Introducing my company by initiating communication with parties in Bahrain.

Arrange meetings with staff, directors and senior managers to discuss business collaboration strategies.
Go through customer's deal different negotiation levels up to closing the deals
Managing projects by meeting deadlines, controlling supply chain, monitoring communications, defining possible risks.
Follow up and monitoring financially the project budget and payments in reference to the agreement terms
Support the clients Technically to ensure functionality and reliability

Showroom Manager | Marina Gulf Trading, Bahrain

1-05-2007 – 1-07-2011

Achievements.

I have been actively involved in opening of 3 showrooms for Marina. Oversaw from the designing till completion of our Seef Mall branch.

Opened and managed our branch in Al Khobar, KSA.

Opened and Managed our showroom in City Centre in Bahrain.

Showroom operations

Manage staffing and ensure that shifts / leave plans are appropriately planned to ensure maximum coverage.

Negotiate and finalize annual leave plans.

Provide a facilitators role in resolving the Showroom maintenance issues.

Company assets e.g. fixtures, fittings etc to be monitored and all necessary equipment's are regularly serviced.

Ensure that all required reports are completed on their specified deadlines and action is taken based on outcome.

Showroom Manager | Al Maha & Khazana furniture boutique - Bahrain

2001-August 2007

Targeting markets such as hotels, residential buildings, private companies and individual customers for better sales figures.

Maintain quality control of the products by refurbishing them if required.

Adept at training and managing employees across numerous divisions of the company.

Maintain inventories and procurement of products and supplies

Ensure timely after sales services and prompt collection of debtors.

Create innovative displays on the shop floor to bring focus to the products.

Arrange periodic exhibitions within various locations in the mall, and in exhibition centers in Bahrain

Education:

Graduate from Osmania University

06-02-1995

CERTIFICATES

- ISO (international organization for standardization)
- INTERNATIONAL SERVICE CHECK certified Mystery Shopper

PERSONAL DETAILS

Date of Birth 16-04-1969

Passport No. E7897066

CPR : 690433972

Marital status : Married, 2 children

Driving License : Valid Bahraini Driving License