

Asif Iqbal

Area Manager/Multi-unit Manager



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Buraida

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15/11/1987

LMV

Indian

PROFESSIONAL SUMMARY

Dynamic Area Manager with a proven record at Nomou Investment Holding Company, adept in multi-unit management and strategic planning. Excelled in enhancing sales, optimizing operations across 8+ stores, and leading teams towards excellence in customer service. Skilled in training development and sales management, achieving significant business growth with strong leadership and organizational skills.

SKILLS

Operating Procedures and Policies

Systems and software expertise

Team Development

Talent review

Staff Development

Goal Setting and Achievement

Database Management

Operations

Customer Billing

Controlling costs

Sales Records Management

Sales Projections

Training and coaching

Sales management

Customer Service

Strategic Planning

Digital Sales

Supply Chain Management

Multitasking

Business development and planning

Leadership Development

Time management abilities

Multi-unit management

Inventory Management

Training development

Organizational Skills

Brand Development

Employee Scheduling

EXPERIENCE

AREA MANAGER, Buraiyda

Nomou Investment Holding Company, November 2023–Present

- Manager more than 8 stores of MultiBrands Company & Franchise outlet
- Sales & HDD aggregator
- Weekly & Monthly Store Audit daily
- Store Monthly Inventory
- Evaluated employee performance regularly through one-on-one meetings and quarterly reviews
- Resolved customer complaints quickly and efficiently by identifying root causes of issues

- Ensured compliance with all applicable health and safety regulations within the store environment
- Established relationships with local businesses in order to create marketing partnerships
- Conducted regular staff meetings to discuss performance goals and provide updates on company policies and procedures.

MULTI-UNIT MANAGER, Abha

Dunkin Donuts, November 2019–November 2022

- Manage Overall Operations Of 10 Store Manage Staff & Staff Training Motivation And Encourage Of Employee
- Manage Sale Food Cost & P&L Customer Feedback Generate And Reports Of Department Set Goal And Objective
- Incase Sales And Achievements Lead And Manage Train & Coach Prepared All Reports Etc
- Created weekly and monthly reports on store performance metrics for corporate review.

RESTAURANT GENERAL MANAGER, New Delhi

KFC India, February 2019–November 2019

RESTAURANT MANAGER, Abha

KFC Saudi Arabia (Americana Group), December 2012–December 2018

- Manage Day To Day Operations Inventory Daily Weekly & Monthly Staff Training & Product Quality Local Marketing
- Increase To Sales Generate MIS Report To Send Office Daily Weekly Ordering Of All Product Coordinate With Warehouse Customer Feedback By GES Survey Manage To Customer Complain Handle HDD Report And Care About Complain Health Department Issue Handle Quarterly Audits Of ROCC By Yum Handle Monthly Food Safety Audit Handle FIFO Conduct Staff Online Training By Learning Zone Achieved Target Level Of Sales Margin Cost Control Follow Food Cost Conduct Weekly & Monthly Meeting Recruitment Of Staff As Per Need Increase APC By Suggestive Saving Staff Coasting Spot Check.

ASSISTANT RESTAURANT MANAGER, New Delhi

Café Coffee Day, July 2007–November 2012

- Guaranteeing a decent store ambience, conceptualizing visual merchandising displays and monitoring stores performance to identify gaps between expected & actual performance and coordinating legal and project work for establishing stores Evaluating the effectiveness of promotions in achieving the targeted levels of sales and margins; providing inputs on the expected margins and price points Sustaining stock of raw materials, WIP & finished products based on actual sales, sales forecasts, company order parameters and replenishment needs Retaining optimum category inventory levels keeping in mind store requirements, ensuring no excess category inventory at the warehouses and eliminating instances of category stock outs Monitoring the products movement trends through products sell through reports, customer feed-backs and taking corrective actions Maintaining department/category merchandise MIS analytics based on actual sales, sales forecasts, company order parameters, inventory checks, forthcoming events and replenishment needs Developing, recruiting and training staff, ensuring optimum performance for operational and sales related issues.

EDUCATION

COMPLETED COURSEWORK TOWARDS COMPLETED COURSEWORK TOWARDS EMBA

Indian Institute of Business Management & Studies

COMPLETED COURSEWORK TOWARDS COMPLETED COURSEWORK TOWARDS B.COM (HONS.)

L.N.M.U

COMPLETED COURSEWORK TOWARDS COMPLETED COURSEWORK TOWARDS

DIPLOMA (COMPUTER APPLICATION)

Institute

CERTIFICATIONS

- Certificated Upscale From Manager To A Leader From Lincoln Business Management University.
- Certified Restaurant Manager from V-Skills Education Delhi 2019.
- Certified FSSC 22000 Version 5.0 Internal Audit Training From ITCSEAN.
- Certified An Overview Of FSSC V.5 From IFSQN.
- Certified How To Handle Product Inspection Rejects From IFSQN.
- Certified ISO 22000:2018 Food Safety Management System From Alison.
- Certified Adulteration, Miss branding And Food Fraud From IFSQN.
- Certified Virtual Training Food Safety & Quality Management System From FSSAI.

HOBBIES AND INTERESTS

- Travelling
- Reading
- Listening Music
- Every kind of sport

REFERENCES

References available upon request

LANGUAGES

- **Urdu**
Native
- **Arabic**
Conversational
- **English**
Fluent
- **Hindi**
Fluent

ADDITIONAL INFORMATION

Passport No-U0995194
Issued From-Jeddah
Expire Date-11-10-2030
Driving License -KSA & India