



LABEEB AHAMMED

Showroom Manager

Highly skilled Retail Manager with over 9 years of expertise in dynamic retail and sales environments, including 5+ years in Qatar's retail sector (FMCG) and 4 years in the automobile industry sales & marketing. Proven track record in problem-solving, time management, customer service excellence, and team leadership. Known for delivering exceptional results in sales growth, productivity, and customer satisfaction.



Old Airport Road
Doha - Qatar



01.07.1989



+974-31081988

labeebahammed@gmail.com

EDUCATION

03.2011 - 03.2013

EAST POINT COLLEGE OF MANAGEMENT

Master of Business Administration (Marketing & Finance)

05.2008 - 05.2011

SANKARA COLLAGE OF SCIENCE & COMMERCE

Bachelor of Business management

EXPERIENCE

06.2022 - present

Gulf Food Centre (Nabina Group) - Qatar

Showroom Manager

- Responsible for managing the day-to-day operations of the showroom
- Manage and train showroom staff to provide exceptional customer service
- Create and maintain visual merchandising displays to promote sales and showcase products
- Develop and implement sales strategies to achieve monthly and annual revenue goals
- Handle customer complaints and inquiries in a timely and professional manner
- Monitor and analyze showroom performance metrics, such as foot traffic and conversion rates
- Collaborate with other departments, such as marketing and inventory management, to ensure smooth operations

03.2019 - 05.2022

Lulu Group International LCC - Qatar

Assistant Manager (Hypermarket)

- Assist the Showroom Manager in the day to day running of the Showroom to ensure that the Showroom is visually merchandised to an excellent standard, and to ensure that the highest level of Customer Service is given at all times
- Operate the hypermarket effectively in conjunction with the rules and regulation set up by the management.
- Ensure that all department daily work routines are cared out in timely & effective manner.
- Contribute to departmental profitability by maximizing sales & controlling staff costs & wastage.
- Ensuring product availability & overall hygiene and cleanliness.
- Organize sales and product demonstrations

05.2015 - 02.2019

Apco Honda (India)

Sales Quality Manager (Honda Cars)

(Forecasting & achieving Monthly sales targets. - Managing Dealership sales effort at the showroom & in the field. Planning & execution of sales promotional events to generate leads. - Building and maintaining relationships with customers and key personnel within customer companies. Conducting business reviews to ensure clients are satisfied with their products and services. - Conducting regular customer relationship activities - Responsible for implementation of Honda EDGE Sales Operating Procedures.

PROJECTS

- Mini Project : Organizational study on Viswakeerthy Herbals India Pvt Ltd (Kerala) MBA.
- Main Projects : Study on the Impact of Advertisement Strategies in Bharati Air-tel Ltd (Bangalore) MBA
- Study On Training And Development With Special Reference To Malabar Regional Corporation (Kerala) BBM-CA

SKILLS

- ✓ Inventory Management
- ✓ Visual Merchandising
- ✓ Customer Service
- ✓ Food safety & Hygiene HSAP
- ✓ Organizational Skills
- ✓ Marketing Knowledge
- ✓ Team Leadership
- ✓ Sales & Marketing

LANGUAGES

English



Hindi



Tamil



Malayalam



Arabic



SOFTWARE SKILLS

Microsoft Office



SAP



MY COM



Software skills



Windows Live



PERSONAL INFORMATION

Permanent Address (INDIA)

:Mattuparambil House , Areekulamvengara PO, Malappuram, Kerala
(Pin 676304) 9544297442

Date of Birth : 1-07-1989

Sex : Male

Marital Status : Married

Nationality : Indian

Religion : Islam - Muslim

DECLARATION

I hereby declare that all the details mentioned are in accordance with the truth and fact as per my knowledge and I hold the responsibility for the correctness of the abovementioned particulars.

Date:

Labeeb Ahammed