

HASIF HANEEF AYAR

RETAIL OPERATIONS STORE MANAGER

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SHARJAH, UNITED ARAB EMIRATES

PROFESSIONAL SUMMARY

Results-driven **Retail Store Manager** with over **6 years** of experience leading teams, managing inventory, and delivering top-tier customer service in fast-paced retail environments. Skilled in leadership, warehouse operations, and end-to-end inventory control. Holds an **MBA** with specialization in **Marketing, Finance, and Supply Chain Management**, bringing a strong strategic and analytical foundation. Currently seeking to transition into a logistics-focused role to leverage both hands-on operational experience and academic expertise to drive supply chain efficiency and organizational growth.

LINKEDIN WEBSITE

<https://www.linkedin.com/in/hasif-haneef-89aa79131/>

WORK EXPERIENCE

November 2020 – March 2025

Retail Operations Store Manager

Life Pharmacy Healthcare Group, Dubai, United Arab Emirates.

- Streamlined **inventory management**, reducing stock discrepancies by 60%.
- **Enhanced customer experience**, resulting in a 60%-70% increase in repeat business.
- **Trained and developed staff**, improving team performance and morale.
- Executed promotional campaigns, increasing foot traffic by 50%.
- Implemented **innovative merchandising Strategies**.
- Analyzed sales data to identify trends, optimizing product placement.
- **Participated various international events** like Arab Health, Duphat, etc
- Achieved recognition as '**Top Store Manager**' for Q1 and Q4 Quarters.

January 2019 – November 2020

Sales Associate

Life Pharmacy Healthcare Group, Dubai, United Arab Emirates.

- Delivered exceptional **customer service**, resulting in 100% satisfaction rate.
- Promoting over-the-counter medications, as well as healthcare products.
- **Conducted market research** to identify trends and customer preference.
- **Utilized CRM tools** to track customer interactions and improve follow ups.
- Monitoring Stock levels, placing orders of replenishment.

EDUCATION

August 2016 – June 2018

MBA Master of Business Administration

St. Aloysius College (Mangalore University)

- Completed MBA in Finance, Marketing and Strategic management.
- Participated in national-level management fest.

June 2013 – May 2016

BBM Bachelor of Business Management

St. Aloysius College (Mangalore University)

- Completed Summer internship project - Micro Corpus Pvt. Ltd.

OPERATIONAL SKILLS

- Business Development & Planning.
- Warehouse Management.
- Leadership & Team Development.
- Financial & Time Management.
- Retail Store Operations.
- Inventory Management.

IT SKILLS

- Microsoft Excel, Power point and Word.
- SPSS (Statistical Package for the Social Science)

LANGUAGE KNOWN

- English (Fluent)
- Hindi (Fluent)
- Malayalam (Native)
- Tamil (Conversational)
- Arabic (Conversational)

CERTIFICATIONS

- Completed certification in '**Starting a Business**' - Santa Clara University.
- **NCC (National Cadet Corps)** Airwing 'C' and 'B' Certificate holder.

LICENSES

- **Valid UAE Driving License.**
- Valid Indian Driving License.

ACHIEVEMENTS

- Awarded **Best Retail Store Manager** in Q1 and Q4 Quarters.
- Attended various national-level fests.