

Mohammad Ziad Mohammad Al Madani

PERSONAL INFORMATION

Nationality: Syrian

Current address: Riyadh / Nahda

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EDUCATIONAL ATTAINMENT

- *Graduated Certified Commercial Banking institute - Damascus
- *High school diploma - Trade Branch
- *Completion of Courses Computer Microsoft Office
- *Language Proficiency Spoken and Written English Well

WORK EXPERIENCE

2017 – Up To Date At Home Sweet Home KSA

- * Area Manager Central and Western region
(Sales, Stock, Staff hiring & training, Visual merchandizing
KPIs and Promotions New projects, Inventory, Maintenance)
- * Achieve the monthly target *Follow up Stores standard
- *Interest in new items in terms of visual merchandising & layout
- *Follow up on promotions and discounts to support sales
- *Evaluate and analyze the level of employee performance
- * Sales reports daily. Weekly & monthly *Follow up & submit competitors' reports
- *Recruit & Staff training of on the following points
- * Customers service * selling skills *KPI * basket size
- * Communication Skills *Motivation skills * Time Management Skills
- * Leadership and High-Performance Team
- * Problem solving & decision making *Stock control
- * The art of managing stores & financial management of stores
- * Logistic management
- * Dealing with major shipping companies in KSA

2015-2017 ADawliah Company

Operations Manager at Adawliah Company

- * Created new (leather & bags division)
- * Opening showrooms in Riyadh
- * Adding new brand exclusive agency for Polo Edward & Heys LGG brands
- * Directly Buyer from China and communicate with companies there

2013-2015 Al-Yasra Trading Company

- * DKNY senior shop manager garments
- * ECCO shoes
- * Follow up Stores standard
- * Achieve the monthly target
- * The Seven Habits of Highly Effective People
- * Complete all inventory operations

2000-2012 Fawaz Abdul aziz Al-Hokair. Company

- * **Mall Manager**
- * **Kingdom Tower, Riyadh Gallery, Panorama Mall**
- * **Training & evaluation of employees on a continuous basis on KPI UPT ATV & methods of achieving the target**
- ** **Follow standard stores stores V.M & layout**
- ** **Shop security & safety**
- ** **Making daily, weekly and monthly sales reports**
- ** **Making reports of store performance**
- ** **Reports on the performance of employees**
- * **Reports on the performance of the new stock**

EXPERIENCE CERTIFICATES

- * **Certificate of Appreciation the Highest Mystery Shopping Results**
- * **Delivering Outstanding Customer Service**
- * **Customer Service & Selling Skills**
- * **Effective Coaching Skills**