

MUHAMMAD IBRAR

STOCK CONTROLLER

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PROFILE

Motivated and result oriented team player with good skills to work in any environment with experience of 12 years. Seeking a challenging and rewarding position in a dynamic environment where I can leverage my skills, expertise and passion for excellence to contribute to the growth and success of the organization

EXPERIENCE

MULTI STOCK SUPERVISOR

Sun & Sand Sports // 2023-present

- stock according to brand standards and kept the stockroom in order and clean.
- Arranging the store by replenishing, stocking, folding, hanging, displaying and merchandising as per company guidelines
- Communication with warehouse regarding receiving and returning of shipments and matching stock physically according to the shipment document.
- Stock scan as per company policy to maintain accurate level of physical inventory with system.
- After scanning communication with warehouse regarding any discrepancy or damage stock received.
- Stock pull out on daily and monthly basis according to the need, season and newness as per company instruction and guidelines.
- Damaged stock returned to the ware house after approval of management on monthly basis as per company policy.
- Monitoring Inventory levels and initiating orders Replenish Stock as needed to Avoid Shortage or Overstock
- Pre preparation of stock count to make sure 100% of stock scanning

ASSISTANT STOCK SUPERVISOR

SPLASH // Landmark group KSA // 2016-2022

- Organized stock according to brand standards and kept the stockroom in order and clean
- Managed the return of damaged items to the warehouse.
- Monitoring Inventory levels and initiating orders Replenish Stock as needed to Avoid Shortage or Overstock
- Handled the maintenance of all store items, including shopping bags, sales receipts, and other necessary materials.
- Maintained an organized shipping area, ensuring all outgoing items were properly packed according to brand policies.
- Oversaw the receiving of produced deliveries on a daily and weekly basis following the shipping process.
- Implemented measures to prevent the spoilage or damage of valuable items such as perfumes, watches, etc.
- Organized the stockroom and sales floor in preparation for the annual inventory.
- Ensured the availability of the right products to improve store efficiency.
- Oversaw delivery operations, ensuring the swift and accurate preparation and replenishment of the store.
- Monitored incoming shipments and arranged designated space for item storage.

SALES ASSOCIATE

Dubai// RAHA MATTRESS GROUP// 2012-2016

- Engage with customers to understand their needs, preferences.
 - Good product knowledge of the products to influence the customer to buy the product by showing features, benefits, and competitive advantages.
 - Negotiate terms, prices, and contracts to close sales effectively.
 - Secure sales and ensure that all necessary paperwork and transactions are completed.
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- Provide post-sale support, address any issues or concerns, and build long-term relationships with customers.
- Gather customer feedback and use it to improve sales strategies and customer service.
- Meet or exceed sales targets set by the company.
- Track and report sales activities, performance metrics, and customer interactions to management.
- Stay informed about, market conditions, and competitor activities.
- Keep up-to-date with any changes or updates to the products being sold.

EDUCATION

BACHELOR OF ARTS

HAZARA UNIVERISTY // ABBOTTABAD PAKISTAN // 2011

PROFESSIONAL SKILLS

communication // Inventory Management // MS Office
//SAP//Oracle//POWER BI// SIM //

LANGUAGES

English, Arabic, Urdu