

MOHMMAD ALSHAIKH

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SUMMARY

Data Science student with extensive retail sales experience and early leadership exposure as a Supervisor. Successfully drove store performance through tailored client consultations and tracked operational metrics. Eager to apply strong communication and analytical problem-solving skills to a collaborative team.

EMPLOYMENT

Match Perfumes

Supervisor

Oct 2024 – Oct 2025

- Promoted to Supervisor in recognition of outstanding sales performance, in-depth product knowledge, and exceptional customer service delivery.
- Led, mentored, and inspired a team of sales representatives, providing ongoing training in fragrance composition, consultative selling techniques, and client retention strategies.
- Delivered personalized fragrance consultations, guiding clients through complex scent families, distinct notes, and seasonal collections to guarantee a memorable customer experience.
- Monitored daily sales targets, analyzed key performance indicators (KPIs), and implemented targeted strategies to boost in-store revenue and repeat business.
- Managed inventory levels, stock replenishment, and store visual merchandising to strictly align with brand guidelines and maximize product availability.
- Acted as the primary liaison between executive management and frontline staff, clearly communicating business goals, staff feedback, and operational updates.

SKILLS

Product Knowledge
Customer Service
Time Management
Sales Technique
Instruction
Team Leadership
Problem Solving
Performance
Management
Cash Handling
Staff Training
Communication
Active Listening