



# Mostafa Saber

RETAIL MANAGER

HI, I'M MOSTAFA. Nine years of experience in retail, driving profitability through strategic growth and quality control. Fiercely competitive in my approach to acquire business, and able to handle complex situations from a strategic perspective. Presently seeking a leadership position with a market - leading, high - growth company that offers opportunities for advancement into sales management.

Experienced and self-motivated Manager bringing forth valuable industry experience and a passion for management. Results oriented with a proven track record of working collaboratively with team members to achieve goals. Experienced in retail, and adept at effectively managing all operations.

## CONTACTS

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## COURSES

Modern Supervisor Skills, online

Preparing to manage human resources, online.

Organizational design: Know your organization, online.

Retail Management Formula, Vodafone

Interpersonal Communication Skills

## EDUCATION

Faculty of Commerce

Zagazig University

## WORK EXPERIENCE

### Retail Team Leader

Vodafone

2021 - 2023

As a leader I'm responsible for coordinating the sales department, supporting management, and ensuring sales quotas are reached. The sales lead position is often a transitory position that allows stores to test if employees have management potential.

Initiated and managed cross-functional teams which historically have not worked well together to achieve desired results.

Hit and exceeded sales KPIs by 30% for the months of October, November, and December in 2022

### Retail Sales Representative

Vodafone

2020 - 2021

A Retail Sales Representative assists customer by welcoming them, answering questions and managing financial transactions as well as driving sales through engagement and sharing product knowledge.

Achieved sales targets by 100% through exceptional convincing power.

### Retail Store Manager

Orange

2018 - 2020

Exceeded sales goals consistently between the years 2018 and 2020, and eventually obtained the "Retail Assistant of the Year" award for three consecutive years.

Suggested employment of visual merchandising efforts, which increased customer interest in the company's products.

Surpassed the company sales goals by 50%, as opposed to the required 32%.

### Retail Sales Representative

Orange

2016 - 2018

Achieved sales targets by 100% through exceptional convincing power.

Realized self-targets by 80% following merit in strategic sales planning and execution.

Reorganized the store inventory, making the system 30% more efficient than before.

Increased customer base by 20% by offering existing customers exceptional services, resulting in word-of-mouth marketing.

## LANGUAGES

Arabic  
English