

Contact

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Top Skills

Team Leadership
Qualitative & Quantitative Research Methodologies
Creative Problem Solving

Languages

Arabic (Native or Bilingual)
English (Full Professional)

Certifications

Train The Trainer Certificate
Conflict Resolution
Business Leadership
Project Management Program

Honors-Awards

Recruiter at ABC Open-day Recruitment

Ahmad Alayli

Area Manager at ABC sal
Beirut Governorate, Lebanon

Summary

To win any title of a Leader and coming with an outstanding communication and relational skills necessary to influence team's performance to get desired result, is every professional's objective!! While guiding and cultivating new crop of leaders that can deliver a high performing stores were accomplished within the last comprehensive 11+ years of experience. Yet again, we are just getting started!

Experience

ABC sal

7 years 3 months

Area Manager

January 2021 - Present (1 year 11 months)

Beirut, Lebanon

Overseeing Beirut, Dawra & Hazmieh area of Tommy Hilfiger & Calvin Klein Jeans brands operations. Planning, leading, operating, hiring and training new store-level managers and align them under ABC's umbrella.

Key Contributions:

- Consultation and recommendations to store managers on overcoming operations challenges in hyper inflated market
- Monitor sales and work toward meeting quarterly objectives in a changing market
- Minimize cost and labor by reviewing schedules and inventory use
- Visit stores to evaluate operations, cleanliness and efficiency of each area

Assistant Operations Manager- in Training Stand Alone Stores

July 2019 - January 2021 (1 year 7 months)

Lebanon

Key Contributions:

- Alignment of 14 stores and 4 brands under ABC Culture & Image
- Train inefficiencies and develop managerial understanding for SAS managers

- Crisis Management while maintaining Capex & Opex. P&L reports and cost control while retaining all employees

Shop Manager- Tommy Hilfiger

January 2017 - June 2019 (2 years 6 months)

Beirut City Centre

Key Contribution:

- Implementation of a new Leadership structure during 2018. A 6 months plan that allowed the shop to compete on an international level on 2 categories; sales figures and Key Performance Indicators
- Achieved 106K surplus vs. 2018 Annual Budget

Shop Manager- I R O Boutique

September 2015 - January 2017 (1 year 5 months)

ABC Ashrafieh

Key Contribution:

- Achieved 108% of the first quarter Sales Target; expanding our business into a new level of profitability and exposure of the brand among our customer.
- Developed an action plan for our newly opened store (September 2015) that resulted in high sales and managing the team members and training them.

HST Co.

Shop Manager- Timberland

September 2014 - September 2015 (1 year 1 month)

Key Contribution:

- Increased the Sales Revenue by 9% in the Fall/Winter 14. Achieving the target 3 (\$ 196,000) of the yearly budget with a simultaneous projection of 12%.
- Demonstrated an unwavering commitment to Customer Service, adding new Customers while Maintain premium service level with existing accounts.

U.S. Polo Association Ltd.

Shop Manager- U.S. Polo Assn.

June 2013 - September 2014 (1 year 4 months)

Key Contribution:

- Ranking number 1 performing shop in sales among other 2 branches in a timely manner; throughout SS14
- Developed workshops and orientations about the brand for the team members as most them were new joiners. Mix and match, selling techniques, and fashion intelligence terminologies.

- Participated in the buying session in Turkey for the FW15 back in December 2014 and February 2015. Adding value to effective buying that resulted at remaining stock of 15%.

Azadea Group

Assistant Manager

February 2011 - May 2013 (2 years 4 months)

ABC Mall- Ashrafieh

Communicate sales plans and targets to the shop team, monitor performance on an on-going basis, and suggest corrective actions to hierarchy when needed. Assign routine and non-routine tasks and assist in the schedule preparation for the Sales Associates, Cashiers and Merchandisers and ensure that activities are carried out in the most efficient manner.

Key Contribution:

- Established the motivation among the team members and provided them with the necessary support in terms of training and development in order to optimize sales results.

Education

Lebanese American University

Diploma, Business Leadership · (2018 - 2018)

Sagesse University- Furn El Chebak

Bachelor of Business Administration (B.B.A.), Human Resources Management · (2010 - 2013)

Lebanese Evangelical School

High School, Sociology and Economics · (2006 - 2009)