

Imran Rabbani

Professional Salesperson &-
Marketer

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Languages

English

Hungarian

About

With a robust background in both apparel management and sales, I excel in creating engaging customer experiences and ensuring operational excellence in premium department store settings, across diverse product categories including fashion and accessories. My expertise spans from stock control to dynamic sales strategies.

BRANDS WORKED WITH

elcolubrid

Geox

Experience

● Apparel Company Owner (Self-Employed)

elcolubrid | Jun 2021 - Now

Sales, Stock, Design, Delivery, Marketing, Finance:

Sales:

- Responsible for making sure all orders are fulfilled within a certain period.
- Managing customer expectations delivering a quick and quality garment whilst maintaining a high standard of professionalism and communication
- Excellent customer negotiation and service skills to deliver satisfactory responses to any queries

Stock:

- Managing and labelling orders to be delivered within the same or next day
- Responsible for correct recordings of orders and resolving any issues that may arise



● Sales Associate and Stock Management

Geox | Jan 2022 - Apr 2023

Sales Associate:

- Proficiency in effectively engaging with customers, addressing their inquiries, and ensuring a positive shopping experience.
- An in-depth understanding of the products or services to convey their features and benefits to customers.
- Strong verbal and written communication abilities for clear and concise interactions with customers.
- Familiarity with various sales methods, including upselling, cross-selling, and closing sales to maximize revenue.
- The ability to resolve customer issues, handle returns, and address complaints through effective problem-solving and conflict resolution.
- Competency in using cash registers and computerized sales systems for transaction processing and inventory management.
- Keeping the sales area tidy, well-stocked, and optimizing merchandise presentation.

Stock Management:

- Proficient management of inventory levels, including monitoring, re-stocking, and preventing overstock or understock situations.
- Maintaining precise records of stock levels, orders, and returns using inventory management software.
- Efficiently organizing and labeling products for easy retrieval, minimizing errors.

● Website Developer

Ridge Garage | Apr 2021 - Jun 2021

- Researching current design trends
- Implementing the new website designs
- Implementing the website's visual imagery that meets the client's requirements and deadline
- Designing & managing a website that is user friendly, effective, and appealing
- Search Engine Optimisation

- Proofreading content and grammar and making changes where necessary
 - Testing the website to ensure it is working professionally
- Online Service:
- Quick and informative responses to customer questions and complaints
 - Directing customers to the correct department to ensure satisfaction

Google Page Editor:

- Rewriting how the business is displayed on google to ensure the most clicks and conversions
- Organising all photos so the company looks professional and appropriate
- Responding to all customer reviews and complaints to make sure customers are satisfied and to accomplish company loyalty

Photographer:

- Utilising a phone and professional camera to gather professional photos for the business
- Excellent understanding of lighting and positioning to ensure all photos are up to standard with client requirements