

Omar Bousmaha

OBJECTIVE

I'm looking for to work in an environment which encourages me to succeed and grow professionally where I can utilize my skills and knowledge appropriately.

EXPERIENCE

* SALES REPRESENTATIVE *

I have more than 7 years of professional experience in the field of sales, marketing and general supervision of all matters related to it, where I was able to acquire many communication skills and some modern techniques in negotiating and communicating with customers, and I also work with excellent performance even in the most difficult circumstances to ensure the comfort and satisfaction of customers.

• MALL EL RITAJ CONSTANTINE *Algeria*. (Janv 2014-April 2016).

- Duties & Responsibilities:..

- ✓ Build and maintain strong relationships with clients in the market through regular communication and visits.
- ✓ Develop a deep understanding of our products and services to effectively communicate their value propositions to potential clients.
- ✓ Greeting customer with a freindly smile to increase their satisfaction and provide the product or srvice that meets the customers desire.
- ✓ Provide accurate information to customer and analyzing needs.
- ✓ Resolve service problems by clarifying complaints, determine the cause of the problem.

• Toyota Showrooms Algeria SPA *Algeria* (Juin2016-Mar2018).

- Duties & Responsibilities:..

- ✓ Identify new business opportunities and generate leads through market research and networking.
- ✓ Conduct presentations, product demonstrations, and negotiations to close deals.
- ✓ Collaborate with the sales team to achieve and exceed sales targets.



CONTACT

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PERSONAL DETAILS

Marital Status : Single

Nationality : Algerian

Driving : I have light driver
Licence license

SKILLS

I have the skills to negotiate, solve problems, build a hardworking team and make appropriate decisions ,Resourceful, imaginative and flexible.
- Strong understanding of sales principales and customer services practices. - Knowledge of customer needs and market. dynamics and requirements ,Software skills & Abilities Microsoft - office (Excel, word, power point), Photoshop,Net Surfing, BOQ and Quotation, Software



LANGUAGES

Arabic : native speaker. English : good.

French : good.

ACTIVITIES

I love reading, traveling, sports, football, swimming and jogging and

- ✓ Maintain accurate records of sales activities, customer interactions, and transactions.
- ✓ Develop and maintain a strong pipeline of leads through effective prospecting and networking.
 - EURL ETRBHM - Construction, Road and Real Estate Promotion
- * Algeria * (Juin 2018-Fev 2022).
 - Duties & Responsibilities:..
 - ✓ Conduct -person visits to potential clients and prospects to introduce our products/services.
 - ✓ Utilize persuasive selling techniques to present product features, advantages, and benefits.
 - ELITE MOTORS CHYRY SHOWROOMS * QATAR * April 2022.
 - Duties & Responsibilities:..
 - ✓ listen carefully to customer complaints and deal with them in an orderly Manner.
 - ✓ Excellent communication and interpersonal skills, with the ability to build rapport quickly.
 - ✓ Strong active listening skills to understand client needs and preferences.
 - ✓ Resourcefulness and adaptability to varying client personalities and situations.

EDUCATION

2008 : High School Certificate (Baccalaureate). Humanities 2008 -2013
, and 2008 - 2013 : Bachelor's degree in Law .
Mohamed Seddik Ben Yahya - Jijel Université
Bachelor degree in Law (Licence).

REFERENCE

- •MALL EL RITAJ CONSTANTINE *Algeria*. (Janv 2014-April 2016).
Sales Representative
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- • Toyota Showrooms Algeria SPA *Algeria* (Juin2016-Mar2018).
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watching movies.