



# YOUSSEF ZEKROUM

## SALES

### About Me

Highly proficient in sales, with over 5 years of experience achieving tangible successes. I excel in communication and persuasion, capable of accurately analyzing the market to discover strategic opportunities and excel in achieving sales goals. I have contributed to increasing market share for companies I've worked with through effective strategies and innovative insights. Distinguished by dedication to providing tailored solutions to customer needs, enhancing their experience and building lasting, strong relationships.

### PERSONAL INFORMATION

Nationality : Moroccan 

Date of Birth : Oct 14, 1997



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Qatar . Doha

### Education

Mohammed V Institution, Morocco . 2015-2016

- High School Diploma

Vocational Training, Morocco . 2018-2020

- Certificate in Civil Engineering

Ibn Tofail University, Faculty of Languages, Arts, and Humanities, Kenitra, Morocco . 2022-2023

- First Year of Bachelor's Degree in English Literature

### Work Experience

#### SALES ASSISTANT (CLOTHES STORE)

Rabat - Morocco: From 2020 to 2021

- New product introductions boosted earnings.
- Built strong customer relationships with meticulous account management.
- Maintained high-level customer service, assisting with all needs.
- Achieved good sales of and prepared daily stock reports.
- Generated daily sales reports to meet financial targets and conducted regular stock inventories.

#### SALES REPRESENTATIVE (SHOPPING MALL)

Casablanca - Morocco: From 2021 to 2022

- Worked as a Sales Representative in a store specializing in clothing and athletic footwear within the shopping center.
- Provided professional reception and guidance to customers.
- Offered accurate and comprehensive information about the products and services available in the store.
- Attentively addressed customer inquiries regarding specific sportswear and shoes.
- Conducted price and feature comparisons to facilitate customer purchases.
- Played an effective role in promoting and boosting sales of various products.
- Efficiently managed product return processes.
- Collaborated with the sales team at the shopping center to enhance the customer experience.

### Skills

- Computer skills: Windows, Excel, Word, Access, and PowerPoint.
- Strong organizational and time-management skills.
- Able to work efficiently under pressure and within deadlines.
- Results-oriented with a consistently positive attitude.
- Excellent negotiation skills with all dealers and suppliers.

### SPOKEN LANGUAGES

- English 
- French 
- Arabic 