



SALAH-EDDINE MAQDISSI

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Mshireb , Doha Qatar

WORK HISTORY

Dune London , Qatar (sales associate)

- Achieved consistently high sales targets, exceeding monthly quotas by an average of 20%.
- Cultivated and maintained strong relationships with a diverse customer base, resulting in a 95% customer satisfaction rating.
- Demonstrated comprehensive product knowledge, leading to a 25% increase in add-on sales.
- Assisted in visual merchandising and store layout design, contributing to a 10% increase in foot traffic and higher sales conversions.
- Conducted regular inventory audits to ensure accuracy and timely replenishment of popular items.

Adidas ,Morocco (sales associate)

- Implemented a customer follow-up system, resulting in a 15% increase in repeat business.
- Acted as the primary point of contact for VIP clients, ensuring their unique needs were met with precision and professionalism.
- Conducted regular product training sessions for colleagues, improving overall team expertise and confidence.
- Created eye-catching product displays that attracted customer attention and drove impulse purchases.
- Implemented an efficient inventory tracking system, reducing stockouts by 30% and minimizing overstock situations.

JOB TRAININGS

- Apparel training .
- Xstore and oracle knowledge .
- Transfer and receiving shipment .
- reading and sending emails .
- Maintaining the store visual appearance.
- Minimize stock shrinkage .
- Upselling and crossselling .

SALES ASSOCIATE PERFORMANCE

- Top seller Since October 10 until now more than 600 Thousand Qr sales . more than 1290 transactions, more than 1725 item count ,with a good upt 2 and atv 500 .
- Top performer Q1 in Dune Villaggio .

ABOUT ME

- Proven track record of consistently exceeding sales targets through effective communication and relationship-building skills.
- Committed to providing exceptional customer experiences that foster long-lasting relationships.
- Capable of adapting communication style to engage with diverse audiences and create impactful sales interactions.
- A goal-driven sales professional with a history of surpassing sales quotas. Known for implementing strategic sales techniques and leveraging market insights to identify opportunities, ultimately driving revenue growth.
- Quick thinker capable of addressing customer concerns and resolving issues effectively.
- Eager to stay updated on industry trends and product knowledge to better serve customers.
- A history of building a loyal customer base and contributing to the overall profitability of the business.

EDUCATIONAL BACKGROUND

OFPPPT (professional formation)

- technician specialized in business management 2020.

University Mohammed V

- 1 year in English Literature Division 2019 .

AL MANSOUR ADAHBI(high school)

- Baccalaureate Degree (Literature Division) 2018.

LANGUAGES

- 4 languages spoken :
- Arabic (excellent)
- English (very good)
- French (very good)
- Spanish (speaker)