



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

1. Apparel training .
2. Xstore and oracle knowledge .
3. Transfer and receiving shipment .
4. reading and sending emails .
5. Maintaining the store visual appearance.
6. Minimize stock shrinkage .
7. 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

1. Proven track record of consistently exceeding sales targets through effective communication and relationship-building skills.
2. Committed to providing exceptional customer experiences that foster long-lasting relationships.
3. Capable of adapting communication style to engage with diverse audiences and create impactful sales interactions.
4. 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.
5. Quick thinker capable of addressing customer concerns and resolving issues effectively.
6. Eager to stay updated on industry trends and product knowledge to better serve customers.
7. A history of building a loyal customer base and contributing to the overall profitability of the business.

EDUCATIONAL BACKGROUND

OFPPT (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)