

Wisseem BOURARA

Sales Executive



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Tunisian, 30 years old, Single
Transferable ID
Qatari Driving License

Motivated and accomplished outdoor sales executive attentive to details with outstanding follow-through, proficient in building relationships, negotiating deals, and closing sales. Detail-oriented and innovative self-starter and congenial salesperson.

WORK EXPERIENCE

2022-2022

Sales executives in KBM FOODSTUFF - Qatar

- Sales executive in foodstuff (food services & retail market).
- monitoring market trends and competitor activity to ensure that your company remains competitive in the marketplace
- provide excellent customer service and support to clients, ensuring that their needs are met, and their expectations are exceeded.
- Daily, weekly, and monthly sales reports and meetings.
- Targeting new customers and opening accounts.
- Follow up on the payment and collections.

2017-2021

Sales Executive in LuLu Rayyan Group – Qatar (Building material Supplier)

- Establishing new business
- Attending trade exhibitions, conferences, and meetings
- Negotiating contracts and quotations
- Meet with potential clients (engineers, procurement head, project managers) to determine their needs
- Demonstrating and presenting building material products
- Obtains orders, and establishes new accounts by planning and organizing daily work schedule
- Provide detailed written reports (daily report, LPO report, invoice report).
- Payment, follow-up, and collection
- Aiming to achieve monthly and weekly targets.
- Follow up the delivery process.

2015-2017

Sales executive in Gettco international Doha (FMCG stuff supplier):

- Adjusts content of sales presentations by studying the type of sales outlet or trade factor.
- Increasing the marketing activities to improve the sales volume.
- make sure that the sales floor shelves attract attention and the warehouse shelves are fully stocked
- Monitor customer warehouse inventory levels and submit comprehensive

inventory reports

- Collaborate with customers to create attractive sales floor displays and make sure that our product is prominently displayed Assist customers in creating an organized warehouse that allows for easier product accessibility
- maintaining accurate record.

2013-2015 Real-estate agent in Ideal Company comfort Tunisia:

- Identifying potential properties for clients based on their needs and preferences.
- Conducting property viewings and inspections with clients.
- Negotiating deals between buyers and sellers.
- Preparing contracts and other legal documents related to property transactions.
- Advising clients on market conditions, pricing strategies, and other relevant information.
- Marketing properties through various channels such as online listings, social media, and print advertising.
- Maintaining accurate records of all transactions and client interactions.
- Staying up-to-date with industry trends and regulations.

ACADEMIC QUALIFICATIONS

2010-2015 Bachelor's degree in Computer Science and Multimedia.

Gabes University

2010 High school diploma in Mathematical section in BirlaHmar Tunisia.

LANGUAGE SKILLS

Arabic	Mother tongue
English	Fluent.
French	Fluent.

TRAINING AND CERTIFICATION

2018 Weekly sales training with JUTON Company Doha, Qatar

2014 Six months of training in C-Sharp Programing language in Youth Developer Institute. Tunisia.

2022 Python presence certificate from Tuwaiq academy in Saudi

SKILLS

- Ability to work with several operating systems, including Windows, Mac OSX, and Linux
- good knowledge of many programs' language and design like: java, PHP,c# and HTML ...
- Advanced knowledge of Microsoft ® Windows environments and Office packages (Word, Excel, Access, PowerPoint, FrontPage, and Outlook).
- Powerful Presentations
- Business-to-Business & Business-to-Consumer Sales
- Adaptability
- Interpersonal
- PC Maintenance and networking



Others

Hard worker, self-motivated, team spirit, good communication with people, ambitious, dynamic, methodical spirit, open to work abroad.

