



Abdelouahab Aissi

Export Sales Specialist

Sales and Export Specialist with a proven track record of success in the real estate and export industries. Demonstrated ability to exceed sales targets, build strong relationships with clients and partners, and implement effective sales and marketing strategies. Fluent in Arabic, French, and English, with experience representing the company at global events in various countries. Skilled in communication, negotiation, and technology, with a strong knowledge of local real estate markets and trends. Recognised for delivering exceptional results, receiving the company's top sales award for three consecutive years.

Contact



Phone

+971 554 288 512 / +90 542 656 86 02



Email

aissiabdelouahab@gmail.com



Address

Al Helal, Al Zahabi Building 2
Warsan 4, Dubai

Education

2006 - 2011

License in Legal & administrative Sciences

Constantine University

2012 - 2016

Certificate of Lawyer and End of Training

Council of Judiciary Constantine

2010 - 2013

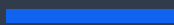
License in English language

Field Applied Linguistics

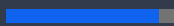
Constantine University

Language

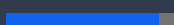
Arabic



French



English



Turkish



Skills

- Time management
- Product knowledge
- Strong communication
- Active Listening
- Problem-Solving

Experience

March 2020 - April 2023

IDEAL KABIN-VEGA YAPISAL A.Ş (Istanbul-Turkey)

Export Sales Specialist

- Acted as intermediary between Ideal Kabin and Arabic, French, and English speakers.
- Represented the company at global events in Turkey, Middle East, France, and African countries.
- Visits foreign customer sites to give sales presentations perform product demonstrations and trains customers on product specifications and prepares report to management about details of each travel.
- Finds new customers and taking orders in line with the sales strategy. Coordinates relevant sales and marketing activities. Plans organization to join exhibitions in foreign countries.
- Prepares monthly and quarterly activity reports. Maintains relationships with existing customers and following new opportunities with potential customers.
- Develops current customer potential by creating alternative solutions and takes advantage of current opportunities.
- Exceeded sales target and reached \$1,000,000 in annual sales through the development and implementation of a new sales strategy.

February 2019 - March 2020

LEITER INVEST (Istanbul-Turkey)

Real Estate Sales Consultant

- Successfully sold residential and commercial real estate, consistently achieving high closing rates and generating over \$2,500,000 in annual sales.
- Built strong relationships with clients and agents, resulting in numerous referrals.
- Demonstrated a strong knowledge of the local real estate market and trends.
- Demonstrated excellent communication and negotiation skills and effectively used technology and marketing strategies.
- Managed the sales process from start to finish and successfully grew the client base.
- Increased annual sales through proactive networking and relationship building.

December 2015 - January 2019

OPPO (Algeria)

Sales Team Leader

- Increased sales by 150% in a six-month period by implementing a new training program for the sales team and developing targeted marketing campaigns.
- Successfully launched a new product line and exceeded sales targets by 50% in the first quarter.
- Improved customer satisfaction and retention rates by implementing a customer loyalty program and providing excellent post-sales support.
- Developed and maintained strong relationships with key retail partners, resulting in increased sales and partnerships with new retailers.
- Won the company's top sales award for three consecutive years by consistently exceeding sales targets and delivering exceptional results.