



SAMI DHAOUADI

Experienced Sales Representative with a proven track record of exceeding sales targets and driving revenue growth. Dynamic and results-oriented professional with exceptional interpersonal skills and a keen ability to build and maintain client relationships. Strong prospecting and negotiation abilities, coupled with a strategic approach to identifying opportunities and closing deals. Consistently recognized for exceptional customer service and the ability to adapt to changing market trends. Adept at analyzing market data, creating sales strategies, and delivering impactful presentations. Seeking a challenging role to leverage my sales expertise and contribute to the success of a dynamic organization.

PROFESSIONAL EXPERIENCES

Sales Supervisor

2022 - 2023

Celio - Tunisia

- Ensuring that employees have the tools and training they need to succeed in their jobs
- Building relationships with key clients and establishing long-term business partnerships with them
- Reviewing reports from managers to identify areas of improvement or new opportunities for growth in the company's market share
- Establishing and enforcing company policies regarding customer relations, sales techniques, and ethics
- Developing and implementing training programs for new employees or existing staff members who are being promoted to new positions within the company
- Monitoring employee performance to ensure that they are meeting goals and adhering to company policies
- Managing a team of employees and ensuring that they are trained to perform their jobs effectively
- Reviewing customer orders and inventory to ensure that all customer needs are being met
- Conducting market research to identify new opportunities for growth in the industry

Sales Representative

2020 - 2022

Exist - Tunisia

- Generating leads.
- Meeting or exceeding sales goals.
- Negotiating all contracts with prospective clients.
- Helping determine pricing schedules for quotes, promotions, and negotiations.
- Preparing weekly and monthly reports.
- Giving sales presentations to a range of prospective clients.
- Coordinating sales efforts with marketing programs.
- Understanding and promoting company programs.
- Obtaining deposits and balance of payment from clients.
- Preparing and submitting sales contracts for orders.
- Visiting clients and potential clients to evaluate needs or promote products and services.
- Maintaining client records.
- Answering client questions about credit terms, products, prices, and availability.

Fragrance Sales Associate

2018 - 2020

Medina Perfumes - Tunisia

- Handling all returns courteously and professionally.
- Selling brand fragrances and related merchandise according to customer service techniques and professional selling skills.
- Determining customer needs based on personal features and other customer preference related factors.
- Explaining and demonstrate use of fragrances through actual application.
- Responsible for achieving personal sales goals.
- Using clientele program to maintain customer profile and contact information to increase personal sales.
- Attending product training classes and seminars
- Ensuring proper presentation, organization, storing, and replenishment of stock.
- Participating in pre-selling and sales driving events to maximize sales.
- Ensuring work area is free from hazards and work in a safe manner.
- Adhering to Loss Prevention control and compliance procedures.

Sales Associate

2017 - 2018

Rich Look Jewelry Store - Tunisia

- Maintaining confidentiality when handling customer transactions by following company policies regarding privacy and security.
- Providing friendly, knowledgeable customer service to help customers find the right piece of jewelry for their needs.
- Communicating with other departments within the company to ensure that orders are processed correctly.
- Providing customers with product knowledge regarding jewelry types and styles.
- Performing administrative tasks such as maintaining inventory records and processing sales orders.
- Cleaning and repairing jewelry items to prepare them for sale.
- Maintaining a inventory of diamonds, precious stones, metals, and other materials used to make jewelry.
- Processing credit card transactions and payments for customers.
- Explaining insurance coverage options to customers who purchase jewelry with valuable gemstones.

CONTACT



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Doha - Qatar

EDUCATION

- Bachelor's Degree in Business English.
- High School level in Experimental Science.

LANGUAGES

- Arabic : Mother tongue.
- French : Written and spoken (Fluent) .
- English : Written and spoken (Excellent)

INTERNSHIPS

- Internship at BH Tunisian bank.
- Internship at BNA National Agriculture bank - Tunisia.

SKILLS

- Proven ability to effectively negotiate and close deals, with a strong understanding of sales techniques and strategies.
- Skilled at cultivating and maintaining relationships with clients, building trust, and providing exceptional customer service.
- Excellent verbal and written communication skills, including active listening and persuasive presentation abilities.
- Proficient in identifying and pursuing new business opportunities, conducting market research, and generating qualified leads.
- Deep understanding of products or services being sold, including features, benefits, and competitive advantages, to effectively communicate value propositions to customers.
- Proficient in utilizing Customer Relationship Management (CRM) systems to track customer interactions, manage leads, and analyze sales data.
- Strong analytical and problem-solving skills, with the ability to identify customer needs, overcome objections, and provide customized solutions.
- Excellent organizational skills to prioritize tasks, manage multiple projects simultaneously, and meet deadlines in a fast-paced sales environment.
- Experienced in collaborating with cross-functional teams, including marketing, product development, and customer support, to drive sales initiatives and deliver exceptional customer experiences.