

Djenane Mohamed Lamine

Sales Representative

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Bin Mahmoud Doha - Qatar

Single, 30 years old



PROFILE

I am a Sales representative with more than 2 years of experience in a company of Beverages production where I was so delighted to be promoted from a truck driver to a sales representative due to my high performance and negotiation with clients. I am looking for a job where I can practice my acquired experiences: Malls, Shopping Stores ...etc

LANGUAGES

- Arabic : Fluent
- English : Intermediate
- French : Professional

SKILLS

- Client presentation
- Sales and marketing strategies
- Prospecting skills
- Business development and relationship selling
- Product and service knowledge
- Negotiation tactics
- Professional Driving license B with good delivery background
- Computer skills

EMPLOYMENT EXPERIENCE

Shopping Center of " Bab Elzouar " – Customer Service | Sales Representative

September 2021 – June 2023 | Algiers, Algeria

- Serves customers by selling products and meeting customer needs
- Interacts with customers to understand their needs and recommend the right products and services for them
- Resolves customer complaints by investigating problems, developing solutions, and making recommendations

Shopping Center of " ARDIS " – sales of Clothes | Sales Representative

September 2020 – July 2021 | Algiers, Algeria

- Present, promote and sell products using solid arguments to existing and prospective customers
- Negotiate prices and set up contacts to finalize sales agreements
- Keep abreast of best practices and promotional trends

Park Mall – Car sales | Sales Representative

October 2019 – August 2020 | Setif, Algeria

- Negotiating all contracts with prospective clients interested by new brands
- Giving sales presentations to a range of prospective clients
- Helping determine pricing schedules for quotes, promotions, and negotiations

Company of IFRI for Beverages | Sales Representative

September 2017 – September 2019 | Bejaia, Algeria

- Create successful strategies to develop and expand customer sales
- Identify and capitalize on key business growth opportunities
- Follow up with customer to identify and resolve service and maintain satisfaction
- Negotiate prices and set up contacts to finalize sales agreement
- Enhancing relationships with customers to expand customer base and retain business
- Educate customers on product features and technical details to highlight benefits

EDUCATION

DIPLOMA of Master degree in Petroleum Well Drilling

University Kasdi Merbah

2012 – 2017 | Ouargla, Algeria

