



# KOUSSAY BEN ABDALLAH

## SUMMARY

Results-focused commercial sales professional with hardworking style, proactive mindset and persuasive communication skills. Accomplished in prospecting customer acquisition and account development for maximum profits. Always seeking out new sales opportunities and driving revenue growth.

## PROFESSIONAL EXPERIENCE

### Commercial Agent at New CHB -Tunisia 2021

- Following up with customers after a sale to ensure satisfaction and suggest additional products and services.
- Selling textile products to customers through both remote and direct channels.
- Delivering professional presentations and using effective sales techniques to consistently meet sales targets.
- Staying updated on competing product lines.
- Monitoring market conditions and competitor actions that impact sales activities.

### Sales Agent at Atyab Parfum Marina Mall Al Salmiya -Kuwait 2022

- Negotiating deals and terms with customers.
- Collaborating with team members to achieve sales goals.
- Creating and maintaining customer databases.
- Resolving customer concerns and issues.
- Demonstrating and explaining product features.

## EDUCATION

### Diploma in Tourism at the Private Institute of Hotel Management and Tourism Fatimade - Tunisia 2019 \_ 2021

Graduated with Honors

## CONTACT

### Phone Number

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### Email Address

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### Address

Doha ,Qatar

## SKILLS

- Sens of communication
- Customer satisfaction
- Brand management
- Negotiating
- Strong work ethic
- Teamwork
- Problem-solving

## LANGUAGES

Arabic

English

French