



NIZAR BEN MASMIA

I bring a wealth of experience and unwavering enthusiasm to the realm of sales. Throughout my career, I have not only met but consistently surpassed demanding sales objectives, consistently delivering outstanding results. My forte lies in the art of cultivating robust customer connections through compelling and efficient communication, complemented by my adept listening skills. My past achievements underscore my proven knack for recognizing and harnessing opportunities by leveraging a profound understanding of product attributes and benefits. I am excited to channel my sales prowess into an innovative organization where I can create a significant influence and play a role in shaping business triumph.

PROFESSIONAL EXPERIENCE

Sales Outdoor

2023 - Current

Data Select "Vodafone"-Qatar

- Developing and maintaining relationships with potential and existing clients.
- Identifying and locating new clients through a variety of methods including networking and cold calls.
- Developing and implementing strategies for sales in an assigned region or industry.
- Applying knowledge of the field and product features to match products to the needs of clients.
- Answering inquiries from clients concerning products, their uses, and the industry at large.
- Providing information, quotes, credit terms, and other bid specifications to clients.
- Negotiating prices, terms of sales, and/or service agreements; prepares contracts and submits orders.
- Collaborating with purchasing departments, managers, and other staff to confirm that orders are processed with accuracy and efficiency and that products are distributed properly.
- Periodically preparing and reporting results, status of accounts, and leads to manager.
- Performing other duties as assigned.

Sales Associate

2021 - 2023

Sport Corner - Qatar

- Greeting customers, responding to questions, improving engagement with merchandise and providing outstanding customer service.
- Operating cash registers, managing financial transactions, and balancing drawers.
- Achieving established goals.
- Directing customers to merchandise within the store.
- Increasing in store sales.
- Superior product knowledge.
- Maintaining an orderly appearance throughout the sales floor.
- Introducing promotions and opportunities to customers.
- Cross-selling products to increase purchase amounts.

Sales Outdoor

2019 - 2021

Moon Shop by Niche - Qatar

The fastest growing beauty companies in the Qatar and GCC Markets.

- Identifying and establishing contact with potential customers.
- Scheduling and performing product demonstrations with potential customers.
- Developing and maintaining relationships with existing customers.
- Following industry trends to identify new opportunities for potential sales.
- Recommending marketing strategies to target a specific region or demographic.
- Generating and submit sales reports to management.
- Traveling within an assigned sales territory to conduct face-to-face meetings with existing and potential customers.
- Continually meeting or exceeding sales targets by selling company products to new and existing customers.

Fragrance Sales Associate

2017 - 2019

Flormar Palmarium - Tunisia

- Warmly welcoming customers as they approach the perfume counter.
- Inquiring about customers' fragrance preferences and needs.
- Offering information about the latest perfume collections and their pricing.
- Assisting customers in selecting fragrances by sharing insights on popular choices.
- Providing complimentary perfume samples to help customers make informed purchase decisions.
- Informing customers about special promotions and discounts.
- Employing suggestive selling techniques to enhance the shopping experience and boost sales.
- Guiding customers through the purchase process, including payment, change, and receipts.
- Arranging perfume bottles, boxes, and testers in compliance with company policies and procedures.
- Ensuring proper presentation and upkeep of stock levels.
- Promptly communicating low stock situations to the supervisor for resolution.

CONTACT

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- Doha - Qatar
- Qatari Driving License

EDUCATION

- High school level in Economics and Management.
- Training Certificate in Photography.

SKILLS

- Customer service skills.
- Excellent communication skills.
- Coordination & Time Management.
- Proficient in executing sales support tasks related to point-of-sale (POS) procedures.
- Skilled in leadership and motivational techniques to inspire and lead teams effectively.
- Ability to work in a team structure & under pressure.
- MS-Office (Word, Excel, PowerPoint and Windows).
- Strong passion for customer satisfaction.
- Positive, enthusiastic, self-motivated approach.
- Superb organizational and leadership skills.
- The ability to stand and walk for extended periods of time.
- Possess an exceptional memory and keen attention to detail.
- Proven track record of consistently achieving and surpassing sales targets.
- Familiarity with Customer Relationship Management (CRM) software.
- Strong consultative sales skills.
- Thorough understanding of the industry and industry trends
- Demonstrated ability in meeting sales objectives

LANGUAGES

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