



ABDELKADER DJABER

SALES EXECUTIVE | SALES ASSOCIATE & SALES REPRESENTATIVE 📍 DOHA, QATAR ☎ +97455874217/+97471011955

◦ DETAILS ◦

Doha, Qatar
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Date of birth
24/11/1995

Nationality
Algerian

Driving license
Light B

◦ SKILLS ◦

Customer Service
Communication
Problem Solving
Teamwork
Ability to Multitask
Critical thinking and problem solving
Decision Making
Leadership Skills
Effective Time Management
Ability to Work Under Pressure
Computer Skills
Adaptability
Fast Learner
Ability to Work in a Team
Communication Skills
Leadership
Construction
Quality Control
Adobe InDesign
Microsoft Word
Adobe Illustrator

👤 CAREER GOALS

Committed to sales excellence: Surpassing targets, fostering client relationships, implementing effective strategies. Dedicated to learning, enhancing collaboration, leveraging technology, expanding the client base.

★ PROFILE

Experienced Sales Executive & Representative with 10+ years in B2B and consumer products. Consistently exceeds quotas, builds key relationships, and offers top-tier support. Recognized for strong communication, organization, and customer service skills. Adept at navigating complex sales processes as a trusted Consultant, driving revenue growth in diverse organizations.

★ QUALIFICATION SUMMARY

- Sales and Negotiation: Proven deal closer, exceeds targets.
- Memorization and Focus: Grasps product details for clear communication.
- Business Communication: Articulate and adaptable.
- Teamwork: Collaborative approach to goals.
- Customer Service : Attentive, ensures satisfaction.
- Organizational Skills: Systematic task management.
- Inventory Management: Maintains accurate stock levels.
- Organization : Structured and efficient.
- Communication : Builds relationships effectively.
- Analytical & Problem-Solving: Quick thinker in challenges.
- Adaptable in High-Paced Environments: Thrives in dynamic settings.

📁 EMPLOYMENT HISTORY

Outdoor Sales Representative at BEAUTY PHARM COSMETICS, Oran, Algeria

March 2022 — May 2023

Key Tasks & Achievements

- Determined and made contact with potential customers.
- Scheduled and carried out product demonstrations for prospective customers.
- Created and maintained ties with current consumers.
- Attended trade exhibitions in the sector to uncover potential sales leads and made significant touch with current clients.
- Followed industry trends to uncover new sales prospects.
- Provided marketing techniques for a certain location or population.
- Created and provided sales reports to management.

Sales Executive & Representative at BOUZIANE'S PHARMACY, Oran, Algeria

2020 — 2022

Key Tasks & Achievements

Daily Operations Oversight:

- Managed pharmacy operations, ensuring smooth daily functioning and prescription dispensing.

Team and Inventory Management :

Research
Workforce Management
Microsoft Office
Operations
Coordinating
Planning
Management
Microsoft PowerPoint
Creativity
Quality Assurance
Adobe Photoshop
Adobe Premiere Pro
Real Estate
Project Management
Exhibitions
Microsoft Excel
Interior Design
Safety Standards
Design Specifications
Photography
Sustainability

◦ LANGUAGES ◦

Arabic
French
English

◦ HOBBIES ◦

Photography, Community service,
Volunteering, Foreign languages,
Gaming, Reading, Model making, 3D
rendering, Interior design rendering,
Video Editing, Photo Editing,
Traveling

- Supervised staff and maintained organized inventory for efficient operations.
- Safety and Compliance :
- Ensured safe storage and compliance with regulatory standards for pharmaceuticals.
- Prescription Review :
- Conducted detailed prescription reviews to ensure accuracy and compliance with medical guidelines.

Sales Associate at BOUZIANE'S PHARMACY, Oran, Algeria

2016 — 2020

Key Tasks

Customer Advisory :

- Provided guidance on medicine application and storage.
- Assisted in selecting, pricing, and using non-prescription medications.

Sales and Transactions :

- Conducted sales of various items, including non-prescription drugs, toiletries, and cosmetics.
- Managed transactions, including accepting payments and preparing invoices.

Promotion :

- Actively promoted available goods and services to customers.

Operational Support :

- Supported staff by assisting with stock management and inventory.

Communication :

- Addressed customer inquiries and provided information, redirecting complex queries to pharmacists when necessary.

Sales Associate at Nike Outlet, Oran, Algeria

2013 — 2016

Key Tasks & Achievements

Customer Inquiry Handling:

- Addressed customer inquiries regarding NIKE products and services efficiently.

Assisting Shoppers :

- Guided shoppers to locate items they were searching for.

Product Recommendations :

- Provided personalized recommendations to clients based on their needs and preferences.

Visual Merchandising :

- Organized merchandise on the sales floor to enhance product visibility and appeal.
- Assembled attractive in-store displays to showcase featured items.

Cashier Responsibilities :

- Operated cash register and performed cashier duties when required.

★ SOFTWARE

- Inventory management software.
- CRM software.
- Sales intelligence tools.
- Sales acceleration tools.
- Sales productivity tools.
- E-signature and document tracking tools.
- Adobe® Photoshop, Illustrator, InDesign, Premiere Pro, After effect®.
- Microsoft office (Word, Excel, PowerPoint, Project ...).

EDUCATION

IELTS General Training Certificate, BRITISH COUNCIL ALGERIA, Oran, Algeria
2023

Financial Development Training, FORMAC Academy, Oran, Algeria
2022

Customer Service & E commerce Course, CMA CGM Algeria, Oran, Algeria
2022

Real Estate Development and Contracting Training, Progressio Training Academy, Oran, Algeria
2021

Master Degree in Architecture, Mohamed Boudiaf University of Science & Technology, Oran, Algeria
2019 — 2021

Interior Design, Civisoft Training School, Oran, Algeria
2020

Bachelor Degree in Architecture & Urban Design, Salah Boubnider University, Oran, Algeria
2016 — 2019

TCF French Language Certificate, French Institute, Oran, Algeria
2018

Training in Project Management in Architecture & Urban Planning, Salah Boubnider University, Constantine, Algeria
2018

Customer Relationship Course, Learn the Art of Customer Care, S-Training Academy, Oran, Algeria
2017

Proficiency in Architectural Design software; Autocad, Revit, Sketchup, Lumion, Medina Foundation, Blida, Algeria
2017

REFERENCES

References available upon request