



HOSNI ZLAOUI

Highly motivated and results-driven sales professional with a proven track record of exceeding sales targets in competitive markets. Equipped with exceptional interpersonal skills and a persuasive communication style to build strong relationships with clients and drive revenue growth. Possessing a keen ability to identify opportunities, negotiate terms, and close deals effectively. Thrives in fast-paced environments, consistently delivering exceptional customer service and driving business success. Adept at adapting strategies to meet evolving market demands and achieving organizational objectives. Seeking to leverage expertise in sales to contribute to a dynamic team and achieve mutual success.

PROFESSIONAL EXPERIENCE

Hatan Pharmacy & Aida Clinic

2021 - 2024

Sales Outdoor & Official Store

- Generating leads through cold calling, door-to-door visits, and referrals.
- Approaching customers in outdoor settings to introduce products or services and initiate conversations.
- Building rapport with potential clients, understand their needs, and establish long-term relationships.
- Providing product demonstrations and answer inquiries to educate customers about the features and benefits.
- Delivering compelling sales pitches to persuade customers and showcase the value proposition of the products .
- Customizing presentations based on customer preferences and address objections effectively.
- Processing sales orders accurately and efficiently, ensuring timely delivery and customer satisfaction.
- Following up with customers post-sale to ensure product satisfaction, address any concerns, and encourage repeat business.
- Maintaining detailed records of sales activities, customer interactions, and outcomes in CRM systems.
- Collaborating with the sales team and management to align strategies, share best practices, and achieve collective goals.

Top Ten Trading & Service - Qatar

2018 – 2020

Sales Outdoor

- Building and sustaining long-lasting relationships with new and existing customers based within an assigned sales territory.
- 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.
- Developing and implementing an effective sales strategy to drive sales.
- Maintaining an accurate record of all leads, customer accounts, and sales.
- Collaborating with the marketing department to expand brand presence through the creation of suitable marketing materials.
- Researching competitors' products and pricing as well as market conditions.
- Keeping abreast of the latest industry developments by attending meetings, training workshops, and industry events.

Top Ten Hospitality - Qatar

2016 – 2018

Sales Representative

- 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.

Hamadi Abid Tunisian Brand - Tunisia

2014 – 2015

Sales Associate

- 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.

CONTACT

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- Doha - Qatar
- Qatari Driving License

EDUCATION

- Secondary School Level.

LANGUAGES

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

PERSONAL SKILLS

- Strong organizational and administrative skills.
- Positive, enthusiastic approach and works on own initiative.
- Strong oral and written communication skills.
- Excellent Customer service skills
- Proven ability to lead a team to meet quotas.
- Experience setting sales goals.
- Results-oriented with strong analytical skills.
- Excellent presentation and reporting skills.
- Good team player who can work efficiently with minimal supervision.
- Strong leadership and motivational skills .
- Ability to work independently and as part of a team.
- knowledgeable of and perform sales support functions related to POS procedures. .
- MS-Office (Word, Excel, PowerPoint and Windows).
- Familiarity with CRM software.
- Creativity and innovative thinking.
- Familiarity with market research tools and methods.