


ABIR MANSOURI

Sales Associate & Consultant

Dynamic and results-oriented Sales Professional with four years of experience in retail and consultative sales across diverse industries. Proven ability to build strong customer relationships, identify sales opportunities, and consistently exceed sales targets. Skilled in providing personalized customer service, managing inventory, and offering tailored solutions to meet client needs. Strong communication and negotiation skills with a track record of driving revenue growth and delivering strategic insights to support business development.

CONTACT

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 Doha, Qatar

SKILLS

- Excellence in customer service
- Strategic sales planning
- Effective negotiation skills
- Clear and persuasive communication
- Strong relationship building
- In-depth product knowledge
- problem-solving abilities
- Lead generation and conversion
- Proficiency in closing sales
- Efficient time management
- Proven ability in closing sales
- strong time management
- Clear and Impactful Communication Abilities
- Ability to Analyze Market Trends and Customer Needs

LANGUAGE

- English (upper intermediate)
- Arabic (native)
- French (advanced)

EXPERIENCE

SALES ASSOCIATE

2023 – 2024

THE WORLD OF STONE, DOHA, QATAR

In my role as a Sales Associate at A World of Stone, I provide expert guidance on a wide range of stone products, helping customers select the best options for their needs. By delivering exceptional customer service, I have successfully built lasting relationships, resulting in a significant increase in repeat business. I consistently achieve sales targets by utilizing effective upselling techniques and actively engaging with customers to understand their preferences. Additionally, I collaborate with team members to ensure optimal product displays and maintain accurate inventory levels, contributing to a well-organized and inviting shopping environment.

SALES ASSOCIATE

2021- 2023

SEPHORA, kuwait

As a Sales Associate at Sephora, I deliver exceptional customer service by providing personalized product recommendations and beauty consultations. I excel in achieving sales targets through effective upselling and promoting loyalty programs. My knowledge of beauty products enables me to educate customers on the latest trends, ensuring a memorable shopping experience and fostering long-term relationships.

SALES ASSOCIATE

2020 – 2021

Fatales, Tunisia

With a solid background as a Sales Associate in the perfume and makeup sector, I excel at creating memorable shopping experiences for customers. My expertise lies in understanding customer needs and providing personalized product recommendations, whether they are looking for a signature scent or the perfect shade of lipstick. I am dedicated to staying updated on the latest trends and product launches to better assist clients. My strong communication skills and friendly demeanor help foster lasting relationships, contributing to customer loyalty and repeat business. I am passionate about beauty and committed to delivering exceptional service that drives sales and enhances brand reputation.

EDUCATION

- **Bachelor of Economic and Business Management**
High school, Tunisia
- **Advanced Diploma in Beauty and Aesthetic Treatments**
Tunisia