

BRAHIM KHERAZI

SALES EXECUTIVE / CHEF DE PARTY



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QATAR/ DOHA

PROFILE

Highly motivated and confident Sales Executive over 3 years of professional experience in corporate sales, in-store merchandising, customer servicing cash handling and dealing with stock and deliveries as well as sending out orders.

I have expert knowledge of the selling process and I fully recognize the human and emotional aspects of buying and selling.

- Responsible for interacting with the clients and solving their queries
- Maintaining the records of customer interactions and follow up with the clients.

Talented Chef de party with a strong background in creating restaurant-quality dishes. Proven history of success in developing creative menus, managing staff, and overseeing day-to-day operations of a kitchen. Excellent customer service skills and a commitment to providing high-quality food.

COMPUTER SKILLS

Microsoft Office



Excel



Customer Service



Powerpoint



EXPERIENCE

Sales Associate

CHOPIN *Mar 2023 - Present*

- Provided quality customer service by addressing customer questions and providing subsequent merchandise suggestions to best meet their needs
- Assisted with store opening and closing procedures, working with the cash register and inventory control system
- Introduced promotions and related opportunities to customers, cross-selling products to increase purchase quantities

Sales Associate

BRAND CENTER GROUP *Jul 2021 - Dec 2022*

- Recommended new products to customers, resulting in a significant amount of add-on business
- Assisted with store opening and closing procedures, working with the cash register and inventory control system
- Processed payments by totaling purchases and processing checks, cash and store or other credit and debit cards
- Drove sales by engaging customers with relevant product suggestions and sharing product knowledge
- Introduced promotions and related opportunities to customers, cross-selling products to increase purchase quantities
- Shared product knowledge with customers, explaining the features, values, and benefits of each product
- Enthusiastically engaged with customers to drive sales
- Increased in-store sales

CHEF DE PARTY

IRIS HOTEL *Jan 2018 - Dec 2020*

- Controlled inventories of food, equipment, small wares, and liquor, reporting shortages to designated personnel
- Prepared food items such as vegetables, fruits, and meats by cutting, chopping, and marinating
- Performed cooking duties as per pre-developed recipes
- Managed kitchen staffing issues, covering for absent staff members
- Ensured adherence to specific recipes and meal serving schedules
- Assisted head chef in developing recipes and deciding which menu items to incorporate into existing menus
- Provided support in cooking/ coordinating diet-based meals
- Trained workers in food preparation and service, sanitation, and safety procedures
- Supervised and participated in kitchen and dining area cleaning activities

CHEF DE PARTY**LA VILLA RESTAURANT** *Feb 2014 - Apr 2017*

- Maintained cleanliness of air fryers and filtering the oil in between rushes
- Ensured that all prepared items were labeled, dated, covered, monitored for quality and freshness, and rotated
- Prepared food items according to recipe to ensure quality and consistency
- Performed opening, mid, and closing duties as assigned
- Followed production sheets, portioning, and merchandising details as instructed by the Kitchen Manager, Sous Chef, and Executive Chef
- Arrived to work station on time, appropriately groomed, dressed and ready to work
- Cut and cleaned a variety of fruits, vegetables, and proteins using a knife and cutting machine
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- Prepared food items such as vegetables, fruits, and meats by cutting, chopping, and marinating
- Performed cooking duties as per pre-developed recipes.

EDUCATION**Bachelor of LETTER****HIGH SCHOOL IBN SOUDA FES** *2011 - 2012***ENGLISH STUDIES****UNIVERCITY SIDI MED BEN ABDALLAH** *2012 - 2015***Tourisme and Hospitality****Tourism and Hospitality** *2012 - 2013***Company Accounting****The specialized institute of applied management technology** *2014 - 2016***LANGUAGES**

English

Franche

Arabic

HOBBIES

Reading Books

sport

Listening Music

SKILLS

Managing Skills	<div><div></div><div></div><div></div><div></div><div></div></div>	Good Written and Verbal Skills	<div><div></div><div></div><div></div><div></div><div></div></div>
Good team player	<div><div></div><div></div><div></div><div></div><div></div></div>	Excellent interpersonal skills	<div><div></div><div></div><div></div><div></div><div></div></div>
Willingness to learn	<div><div></div><div></div><div></div><div></div><div></div></div>		