



Mohamed Arezki Akliouche

Sales Representative

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Doha - Qatar

Valid QID

PROFILE

Dynamic and results-oriented Sales Representative with extensive experience in the retail and cosmetics industries. Proven track record in driving sales growth, building customer relationships, and delivering exceptional service.

EDUCATION

Master's Degree - Hydrogeology
University of Setif - Algeria

Bachelor's Degree - Hydrogeology
University of Setif - Algeria

TRAINING & CERTIFICATION

Certificate - Supervisor QHSE
QHSE Institute - Algeria

Training - Photography
University of Setif - Algeria

SKILLS

- CRM Software Proficiency
- POS System Operation
- Product Sampling and Demonstration
- Sales Reporting and Analysis
- Inventory Management
- Customer Service Orientation
- Negotiation Skills
- Excellent Communication
- Closing Techniques
- Sales Target Achievement
- Handling Objects
- Problem-Solving
- Time Management

LANGUAGE

- Arabic
- English
- French

WORK EXPERIENCE

Sales Representative

2022 - 2024

Gallery Perfumes - Algeria

- Greeted customers and assisted them in selecting perfumes that match their preferences and needs.
- Offered fragrance samples to customers, enhancing their shopping experience and promoting sales.
- Processed sales transactions using the POS system, ensuring accuracy in billing and inventory management.
- Utilized CRM software to log customer interactions, track sales leads, and maintain updated customer profiles.
- Prepared daily and weekly sales reports, analyzing performance against targets and identifying areas for improvement.

Sales Representative

2021 - 2022

Probella Cosmetics - Algeria

- Maintained in-depth knowledge of cosmetics products, including ingredients and benefits, to educate customers and drive sales.
- Identified customer needs and recommended appropriate products, enhancing the shopping experience and increasing sales.
- Met and exceeded monthly sales targets through proactive customer engagement and effective sales techniques.
- Gathered customer feedback and insights to inform product offerings and improve service delivery.
- Monitored inventory levels and assisted in restocking shelves to ensure product availability.

Sales Representative

2020 - 2021

Zara - Algeria

- Provided exceptional customer service by assisting customers with Zara product selections and inquiries.
- Ensured that merchandise displays are visually appealing and in line with Zara's brand standards.
- Assisted in managing inventory, including receiving and organizing stock, and ensuring the sales floor is well-stocked.
- Used CRM software to manage customer relationships and tracked sales performance, alongside operating the POS system for transactions.
- Monitored sales performance and assisted in achieving store sales goals through effective customer engagement.
- Collaborated with team members to maintain a cohesive and productive working environment.