



FAYCEL GUERAICHI

SALES REPRESENTATIVE

Motivated sales professional with over 07 years of experience in driving business growth through strategic customer engagement and tailored sales solutions. Skilled in prospecting, closing deals, and maintaining long-term relationships. Proven track record of exceeding sales targets, increasing market share, and enhancing customer satisfaction. Adept in using CRM tools and analyzing market trends to identify new opportunities. Eager to leverage excellent communication and negotiation skills to contribute to company success

CONTACT

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📍 | Doha, Qatar

SKILLS

- Product knowledge
- Negotiation
- Interpersonal communication
- Attention to detail
- Customer relationships
- Cold-prospecting

LANGUAGES

- Arabic (Native)
- English(Fluent)
- French(Advanced)
- Spanish(Basic)

EXPERIENCE

◆ Sales representative

2021-2024

Samsung Electronics Algiers

- Promote and sell Samsung's range of consumer electronics, including smartphones, televisions, home appliances, and accessories.
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- Collaborate with the marketing and customer support teams to address customer inquiries and resolve issues.

Sales representative

2019-2021

Ritedj Mall Constantine jewellery section

- Delivered a personalized shopping experience for customers, resulting in a 30% increase in repeat clients.
- Consistently exceeded monthly sales targets by 15% through expert knowledge of diamonds, gemstones, and metals.
- Designed and implemented eye-catching displays that boosted jewellery sales by 20%.

Sales associate

2017-2019

Yes Mall Constantine Algeria Bershka

- Greeted and assisted an average of 50+ customers daily, ensuring an excellent shopping experience.
- Achieved 120% of monthly sales targets for 12 consecutive months through upselling and cross-selling techniques.
- Provided detailed product knowledge, leading to a 25% increase in customer satisfaction ratings.
- Processed cash, credit, and refund transactions accurately using the store's POS system

EDUCATION

◆ Third year of secondary school foreign languages (English/French/Spanish)

National Office for Distance Education and Training center
Skikda Algeria

2017