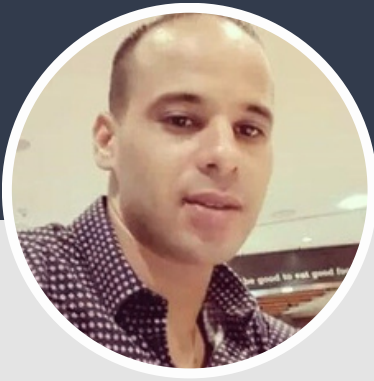


CHAWKI ZANNOUN

SALESMAN



CONTACT

- +974 - 50792562
- zanouchawki@gmail.com
- Doha Qatar

SKILLS

- Time management
- Good Communication
- Customer service
- Problem solving
- Critical thinking
- Leadership
- Collaboration hard skills for sales professionals
- Product knowledge

LANGUAGES

- Arabic
- English
- French

HOBBIES

Music, Camping, football, volleyball, Cinema, Internet Surfing, Swimming.



PROFILE

Highly energetic and driven sales representative constantly achieves revenue targets, exceeds client networks, and accomplishes company objectives with exceptional communication, interpersonal, and leadership skills. Manages zones with a structured and effective strategy to capture new clients to maximize growth opportunities. Follows up diligently on all leads and customers with professional and keen analytical abilities to generate new income streams.



WORK EXPERIENCE

Salesman 2015 - 2017
Arabian Oud Company - Doha Qatar

- Made every effort to achieve the highest level of profitable achievement for the company to achieve the required target and increase sales, and also contributed to providing the best services to the company's customers to build confidence and provide the best services and customer satisfaction that the company has built upon since its inception

Vodafone Outdoor Sales Representative 2018 - 2019
Doha Qatar

- Achieve Vodafone company sales targets and other quantitative/qualitative company objectives.
- Monitoring both the commercial & financial aspects of the operation of the account & making the appropriate recommendations
- Expanding the current channel landscape in line with the overall company objectives of increasing acquisitions nationwide, and to block competitions out of the existing channels
- Plan and manage business portfolio/territory according to an agreed strategy with the channel manager Outdoor Sales Representative

Salesman 2020 - 2023
Salam Mall at Gait Mall - Dafna, Qatar

- Create and manage the marketing budget, ensuring efficient allocation of resources and optimizing ROI.
- Oversee market research to identify emerging trends, customer needs, and competitor strategies.

Sales 2024
Perfume Shop in Villageo Mall (Rose Gallery indoor & outdoor) - Qatar

- Managing Sales of Branded Perfumes and Cosmetics.
- Managed the current account portfolio of clients and developed new clients.
- Forecasting business projections & trends, formulating result-oriented plans, setting and adherence to budgets/ objectives.



DRIVING LICENSE

Qatar Light Driving License



EDUCATION

Higher Secondary School
Tunisia