



Chems-Eddine Bessaoudi

Sales Representative



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Doha - Qatar



Valid QID

PROFILE

A motivated and results-driven individual eager to contribute to a dynamic sales team. Possesses strong communication and interpersonal skills, with a keen ability to build and maintain customer relationships.

EDUCATION & TRAINING

Certificate - Computer Science

Nejm Institute - Algeria

Certificate - Administration & Secretary

Nejm Institute - Algeria

EXPERTISE

- Customer Relationship Management
- Sales Prospecting
- Cold Calling
- Sales Presentations
- Negotiation
- Closing Techniques
- Product Knowledge
- Objection Handling
- Multi-tasking
- Follow-Up Strategies
- Upselling Techniques
- Cross-Selling
- Client Needs Analysis
- Market Research
- Cash Handling
- POS Systems
- CRM Software
- Sales Target Achievement
- Social Media Engagement

LANGUAGE

- Arabic
- English
- French

WORK EXPERIENCE

Sales Representative

2022 - 2024

Zara - Algeria

- Assisted customers in finding their preferred clothing sizes and styles.
- Provided personalized recommendations based on customer preferences.
- Managed fitting room operations, ensuring cleanliness and organization.
- Operated the POS system for seamless payment transactions.
- Processed customer returns and exchanges accurately and efficiently.
- Monitored stock levels and replenished items as necessary.

Sales Representative

2020 - 2022

Phone Store - Garden City Mall - Algeria

- Maintained product knowledge for new devices and accessories.
- Conducted product demonstrations to highlight features and benefits.
- Effectively up-sold premium phone models based on customer needs.
- Utilized CRM software to track customer interactions and purchase history.
- Advised customers on phone plan options and compatibility.
- Monitored competitor offerings to identify opportunities for upselling.
- Supported promotional events to drive foot traffic and sales.

Sales Representative

2019 - 2020

Amar Belbel Cosmetics - Algeria

- Offered product samples to customers, encouraging product trials.
- Set and achieved personal and team sales targets on a regular basis.
- Promoted seasonal and limited-edition cosmetic items to increase sales.
- Cross-sold complementary products, such as skincare and makeup tools.
- Assisted customers in selecting cosmetics that suited their skin type and tone.

Salesman

2018 - 2019

Spices and Nuts - Magic House Hypermarket - Algeria

- Provided detailed information on a wide range of spices and nuts to customers.
- Assisted customers in choosing products based on their culinary preferences.
- Conducted product tastings to engage potential buyers and increase sales.
- Managed inventory and restocked shelves to maintain product availability.
- Responded to customer inquiries regarding product origin and quality.