



CHEMSEDDINE LARABA

SALES ASSOCIATE

Nationality : algerian



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Date of birth : 29/04/1993



Jmslaraba@gmail.com

Gender : male



Doha,qatar

ABOUT ME

- The sales associate is responsible for identifying and engaging potential customers and retaining current customers to deliver the agreed sales objectives, customer satisfaction levels, and profitability targets within the Unigaz Entity sales plan, vision and mission, core values, and business objectives.

EXPERIENCE

SALES ASSOCIATE

LTC international ,qatar LLC ,daiso japan (2020 - present)

·Meet established annual, quarterly, monthly, or weekly sales targets, and prioritize and schedule own activities to ensure achievement of agreed targets

· Follow up with customers to ensure the collection of credit payments

· Assess customer needs and suggest appropriate products and services to increase customers' loyalty

· Identify and address disputes with customers to ensure customer retention and protect the company's market positioning

· Maintain good relationships with customers to ensure customer satisfaction and repeat business

· Act as a primary contact to ensure all customer requests are handled properly, ensuring high levels of customer satisfaction

SALES ASSOCIATE MARBLE AND CERAMIC

Algeria (2015-2020)

·Greeting customers, responding to questions, improving engagement with our merchandise and providing outstanding customer service

·Operating our cash registers, managing financial transactions, and balancing drawers.Achieving established goals.

·Directing customers to merchandise within the store.

·Superior product knowledge

·Maintaining an orderly appearance throughout the sales floor

·Introducing promotions and opportunities to customers

·Cross-selling products to increase purchase amounts.

EDUCATION

- Successfully studying one year of Master's degree in Sociology of Communication -2020

- Bachelors degree in science of social work -2019

- Baccalaureate in economic and management -2013

LANGUAGE

- Arabic : mother tongue
- english : fluent
- french : fluent
- italian : Beginner

SKILLS

- Instructing, advising, hiring, guiding, and educating team members
- Reviewing an annual budget, planning expenditures, evaluating variances, and implementing corrective financial measures
- Ensuring store displays are attractive and neat
- Assessing employee performance
- Recognizing present and future developments that appeal to customers
- Verifying that the commodities are clean for display
- Maintaining inventory and ensuring items are in stock
- Assisting retail sales employees in meeting their targets
- Assessing operating and financial statements to gauge profitability
- Ensuring promotions are precise and adhere to the business's standards
- Using information technology to document statistics on sales to help in planning
- Managing diverse departments within the store
- Preparing and distributing employee work schedules