



Belqassem BENKHADRA

Sales Agent



Doha, (Qatar)



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PERSONAL INFORMATION

Gender: Male | Date of birth: 30/10/1986 | Nationality: Algerian.

Marital status: married | Driving License: category band

Valid QID

JOB APPLIED FOR

Energetic sales professional with 7+ years of proven experience in client acquisition, relationship maintenance, and surpassing sales targets. Demonstrated ability to leverage communication skills and strategic planning to increase customer retention. Adept at driving growth and promoting customer peace of mind through valuable product offerings.

EDUCATION AND TRAINING

2020

- Training course Marketing & sales

2012

- Master's degree in Automation and Signal Processing

2009

- Bachelor's degree in Automatic
- EMT course

WORK EXPERIENCE

2022 - Present
Ras El Oued,
Algeria

• REO-SHOP shopping center Sales Associate

- Engaged with 30-50 customers each shift, building rapport and suggesting items.
- Identified opportunities for cross-sales and up-selling, averaging \$750 in additional sales per week.
- Created inviting store displays that attract dozens of shoppers every day.
- Performed store resets, balance cash drawers and locked up store each night.
- Recognized as top performer in the store and top 10% within region.

2019 - 2022
Bordj Bou Arreridj,
Algeria

• COSMOTEC Cosmetics Sales Executive

- Followed up on leads to establish additional partnerships.
- Reported bi-annual sales leads, metrics, and target goals.
- Managed several small teams over a period of seven months.
- Oversaw profits increase by 18% over a period of two years.
- Conducted audits of accounts.
- Reported to Senior Director of sales.
- Prepared annual and quarterly budgets and forecasts.

01/2017 – 03/2019
Bordj Bou Arreridj,
Algeria

- **RACIM 2 Supermarket**
SalesPerson

- Handle up to 50 customer per day,
- Answering questions about products and initiating sales.
- Input orders into system and collaborate with operations team to track orders and answer questions regarding order status.
- Contribute to team performance, achieving goal of 5/5 reviews on surveys.
- Ask qualifying questions, present products, and explain product benefits to customers.
- Attend weekly trainings on topics like consultative sales, new product offerings, and industry trends.

PERSONAL SKILLS

Languages

Arabic: native language

English: good

French: good

Communication skills

I consider myself very confident in all my interactions with other persons, it is easy to communicate with English, in my daily life, and with each one of my teams in order to separates tasks and reach our goals as a team.

Organizational / working skills

- Easy to learn and get use to the organizational situation and policies.
- Ability to work in dynamic and multicultural environment.

- | | |
|--|------------------------|
| • Sales Strategy | • Client Retention |
| • Customer Relationship Management (CRM) | • Sales Forecasting |
| • Market Research | • Communication Skills |
| • Negotiation Skills | • Problem Solving |
| • Sales Presentations | • Time Management |
| • Product Knowledge | • Team Collaboration |
| | • Multitasking |

Digital skills - Self- assessment grid

- Microsoft Office (Word, PowerPoint, Excel, Access)
- Maintenance: software and hardware

HOBBIES

Travel | Film | Practice sports | Chess