

# THAMEUR HAFANI



## CONTACT

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## PROFILE

An experienced sales representative with a proven track record of success in developing new business and increasing sales. Have a strong background in customer service, highly skilled in building relationships with clients and developing tailored solutions to meet their needs. Proven ability to generate leads, close deals, and drive sales, resulting in increased revenue for employers."

## EDUCATION

- University mohamed boudiaf m'sila  
Bachelor's degree Electromechanics  
2018-2021
- High school Bousaada  
Baccalaureate Technical  
2017-2018

## EXPERIENCE

### SALES REPRESENTATIVE

- Mazda car parts - Algeria(Bousaada) ( jan 2024- jan 2025)
  - Specialized in selling OEM and aftermarket Mazda car parts to B2B and B2C clients.
  - Consistently exceeded monthly and quarterly sales targets by 20% through strategic prospecting and relationship management.
  - Managed inventory and coordinated with suppliers to ensure timely availability of high-demand Mazda car parts.

## SKILLS

- PROFESSIONAL
- Time management
- Problem solving
- Strong Communication
- Microsoft office (Excel/Word)
- Quick learner
- Adaptability
- Teamwork
- Responsibility

### CUSTOMER SERVICE IN AUTO MECHANIC AND ELECTRICAL WORKSHOP

- Freelance - Algeria(Bousaada) (2020-2024)
  - Properly explain car issues and repair options to customers in an easy-to-understand manner.
  - Ensured that service commitments are met, and if delays happen, i communicate early with the customer.
  - Ensured the customer is satisfied with the work and gives them an opportunity to address any remaining concerns.
  - Encourage customers to provide feedback, whether through a survey, online review, or direct communication.

## LANGUAGES

- English
- Arabic
- French

## CERTIFICATES

- Bachelor's degree Electromechanics.
- Baccalaureate Technical.