

**\*Baha Boujemda\***

**Doha, Qatar | +974 66617929 | [timoutimou551@gmail.com](mailto:timoutimou551@gmail.com)**

**\*Professional Summary\***

Motivated and dynamic Sales Professional with experience in direct sales and automotive sales, skilled in providing exceptional customer service, product knowledge, and closing deals. Adept at understanding customer needs, presenting product features, and building lasting relationships. Fluent in English, Arabic, and French, and passionate about the automotive industry. Seeking a challenging position to utilize my skills and contribute to business growth.

**\*Work Experience\***

**\*Sales Associate (Car Dealership)\***

**\*Ayvens Algérie\* – Béjaïa, Algeria**

**\*June 2024 – February 2025\***

- Delivered personalized sales presentations and demonstrations to clients, showcasing the full range of vehicles available for sale.
- Assisted customers in understanding vehicle features, financing options, and warranties, ensuring informed purchasing decisions.
- Managed inquiries, scheduled test drives, and provided exceptional after-sales support.
- Supported in inventory management and ensured proper display of vehicles on the showroom floor.
- Collaborated with the sales team to meet monthly sales quotas and improve customer satisfaction rates.
- Contributed to increasing customer retention and repeat business through excellent service.

**\*Direct Sales Agent\***

**\*Saleh Al Hamad Al Mana Co. – Certified Pre-Owned Vehicles\* – Doha, Qatar**

**\*November 2023 – June 2024\***

- Engaged with customers to promote and sell certified pre-owned vehicles, ensuring a high level of customer satisfaction.

- Demonstrated in-depth product knowledge to assist customers in selecting vehicles that best suited their needs and preferences.
- Managed the full sales cycle from lead generation, customer inquiries, test drives, negotiations, and closing sales.
- Maintained up-to-date knowledge of the automotive market, including pricing and inventory.
- Developed relationships with clients through regular follow-ups and personalized service.
- Consistently exceeded sales targets and contributed to the dealership's growth.

**\*Skills\***

- Automotive Sales & Customer Service
- Lead Generation & Client Relationship Management
- Product Knowledge (Vehicle Features & Financing Options)
- Negotiation & Closing Sales
- Active Listening & Problem Solving
- Sales Presentation & Demonstration
- CRM & Sales Reporting
- Bilingual: English, Arabic, French
- Time Management & Multi-tasking
- Excellent Communication & Interpersonal Skills

**\*Education\***

**\*Yahoui Brothers High School\* – Tizi Ouzou, Algeria**

High School Diploma – 2023

**\*Languages\***

- **\*English\*** – Fluent
- **\*Arabic\*** – Fluent
- **\*French\*** – Fluent