



FARHAT ABDULMAJID SALHI

Personal details



- Status: Married □ Nationality: Tunisian
- Date of Birth: 18/09/1979 Tunisia
- Phone number: 0097433992004
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Career objective

I have knowledge and experience in the field has allowed me to be independent and disciplined with regard to my duties. As well as more and I look forward to learn more and achieve better.

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Work Experience

Commercial Agent in Go For Move Entreprise :(2020-2024)

- Keep in direct and periodic contact with clients and potential clients.
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- Inform and advise the client on products and services available. ...
- Carry out the administrative processing of the sales process, sending the order and informing the headquarters

Commercial Agent on the Exhibition of AlMeradh :

From February 2017 To March 2020:

- Prepare marketing materials for exclusive property listings and promote to qualified buyers
- Prospect new client relationships, and network with other industry professionals

- Negotiate exclusive listing agreements and purchase-and-sale agreements
- Prepare and manage documentation and internal databases to ensure most up-to-date property and client information
- Participate in best-in-class training and ongoing skills-development workshops
- Partner closely with other staff members to ensure knowledge sharing and cross-team collaboration

Qatar Line

February 2016 to January 2017

Sales Assistant

Qatar

- Ensure high levels of customer satisfaction through excellent sales service
- Maintain outstanding store condition and visual merchandising standards
- Maintain a fully stocked store □ Ascertain customers' needs and wants
- Recommend and display items that match customer needs
- Welcome and greet customers
- Manage point-of-sale processes
- Actively involve in the receiving of new shipments
- Keep up to date with product information
- Accurately describe product features and benefits.

Group AL SAAD

May 2012 to January 2016

Sales Representative

QATAR

- Present, promote and sell products/services using solid arguments to existing and prospective customers
- Perform cost-benefit and needs analysis of existing/potential customers to meet their needs
- Establish, develop and maintain positive business and customer relationships

- Reach out to customer leads through cold calling
- Expedite the resolution of customer problems and complaints to maximize satisfaction
- Achieve agreed upon sales targets and outcomes within schedule □
Coordinate sales effort with team members and other departments.

Stream company

January 2010 to December 2011

Call center Agent TUNISIA

- Obtains client information by answering telephone calls; interviewing clients; verifying information.
- Determines eligibility by comparing client information to requirements.
- Establishes policies by entering client information; confirming pricing.
- Informs clients by explaining procedures; answering questions; providing information.
- Maintains communication equipment by reporting problems.
- Maintains and improves quality results by adhering to standards and guidelines; recommending improved procedures.
- Updates job knowledge by studying new product descriptions; participating in educational opportunities.
- Accomplishes sales and organization mission by completing related results as needed

Beirut Optics (Costa Mall) December 2010

May 2009 to

Salesman

Tunisia

- Assisted shoppers to find the goods and products they are looking for.
- Reported discrepancies and problems to the supervisor.
- Balanced cash registers with receipts.

- Responsible dealing with customer complaints.
- Attaching price tags to merchandise on the shop floor.
- Listening to customer requirements and presenting appropriately to make a sale
- Negotiating the terms of an agreement and closing sales;

Education:

2002:Baccalaureate of science (Institute secondary-Kairouan-Tunisia)

2004: Certificate of the first stage in physics and chemistry (Faculty of Sciences, Bizerte-Tunisia)

2011: Obtained a professorship certificate in the physical sciences (Faculty of Sciences, Bizerte-Tunisia).

Skills

Software:Microsoft XP, 7 and 8, Word, Excel, Front page

Other

- 2009 – 2013: Member charities in Tunisia
- Qatari Driving license

Languages

- Arabic : Read, Written and as Mather language
- French: Read, Written and Spoken

➤ English : Read, Written and Spoken

Hobbies

Traveling, Cinema, Theater, Reading ...