

THABET ELKADHI

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Professional Summary

Dynamic sales executive with extensive experience in customer relationship management and operational excellence. Proven ability to meet and exceed sales targets, innovate processes, and deliver exceptional client service. Strong interpersonal skills and a solid background in architecture, customer service, sales, and management.

Work Experience

Sales Executive

IBA Aluminium Factory, Doha

Nov 2023 – Present

- Identified business opportunities and established client relationships to drive sales.
- Recommended solutions, analyzed sales options, and maintained quality service standards.
- Prepared reports and stayed current on industry trends to recommend new opportunities.

Sales Executive

Al-Rouad for Aluminium Kitchen, Doha

Jan 2021 – Dec 2023

- Communicated product details with buyers, prepared quotations, and exceeded sales quotas.
- Supervised sales teams, resolved customer complaints, and ensured smooth operations.
- Enhanced corporate sales and monitored product quality before delivery.

Customer Service Specialist

Almishwar Engineering Works, Muscat

Jan 2019 – Dec 2021

- Managed employees and operational policies to drive business growth.
- Focused on delivering exceptional client service and identifying new business opportunities.
- Oversaw financial and technical performance while ensuring seamless service delivery.

Sales Advisor

Canon, Muscat

Jan 2017 – Dec 2019

- Assisted clients with financial services, resolved issues, and followed banking procedures.
- Promoted financial products and updated account details using IT systems.

Sales Consultant

Habitat Bank, Tunis

Jan 2014 – Dec 2017

- Provided customer service, handled financial product promotions, and managed client issues.
- Recommended financial solutions and ensured efficient account management.

Education

Master's Degree in Business Management

Imset, Tunis | 2007 – 2009

Skills

- Sales Management & Customer Service
- Social Media Management & Graphic Design
- AutoCAD, SketchUp, Photography & Video Editing
- Languages: Arabic (Fluent), English (Fluent), French (Expert)

Certifications

- First Aid Certification
- Certified Nutrition Support Clinician
- Food Handler Certification