

MOHAMMED ACHRAF MEZIANE

22/11/2001 , From Algeria

Located in Doha Qatar

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SUMMARY

Results-driven sales professional with 2 years of experience in driving revenue growth and exceeding sales targets. Skilled in relationship building, negotiation, and identifying new business opportunities. Proven track record of delivering exceptional customer service and consistently achieving top-tier performance in competitive markets."

WORK EXPERIENCE

•THABT DIGITAL SOLUTION UAE , ABU DHABI. JUNE 2023-DECEMBRE 2024 SALES SUPERVISORE

- Lead a team of sales representatives, providing training, guidance, and motivation to achieve sales goals.
- Developed and executed sales strategies to expand the customer base and enhance market presence.
- Monitored team performance, offering regular feedback and support to ensure consistent improvement.
- Conducted product knowledge sessions to keep the team informed about product benefits and features.
- Fostered strong relationships with customers to ensure satisfaction and loyalty.
- Analyzed market trends and competitor activities to adapt sales strategies effectively.
- Coordinated with supply chain teams to maintain product availability and meet customer demands
- Consistently achieved and surpassed sales targets through effective team management and innovative approaches.
- Successfully trained and developed team members, enhancing overall team productivity.
- Strengthened regional market presence through customer engagement and targeted marketing efforts.
- Recognized for exceptional leadership and contributions to sales growth.

EDUCATION

Master Degree of Science in Mechanical Engineering Energetic

Sep 2022 - june 2024

University of science and Technology Mohamed Boudiaf Oran Algeria.

- Specialization in Mechanical Engineering Energetic .
- Thesis on "Innovations in Sustainable Engineering Practices".

Bachelor Degree of science in Mechanical Engineering Energetic

Sep 2019 - june 2022

University of science and Technology Mohamed Boudiaf Oran Algeria.

- Function of Turbines,Engines and pumps.

ADDITIONAL INFORMATION

- **Technical Skills:** Project Management, Sales ,Structural Analysis, solid works, AC HVAC system , Air Conditioner (I have a small company in Algeria of cooling), CAD
- **Languages:** English, Arabic, French, Russian.
- **Certifications:** Master Degree in Mechanical Engineering Energetic (With Authentification by the ministry), internship with Sonatrach oil and gas in Algeria .
- **Awards/Activities:** Received the best sales performance every month.