



# AMIR AKRAM REMICHI

## SALES EXECUTIVE

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- 📍 Doha, Qatar.

### SUMMARY

Customer-oriented sales executive with more than 4 years of experience in diverse retail environments, including Fashion, and Selling telecommunications products, continually recognized for providing exceptional customer service, winning employee of the month on many times, skilled at multitasking and rapidly transitioning between demands like stocking shelves, assisting customers, receiving shipments, and checking out guests and clients.

### EXPERIENCE

#### **Kiabi, Annaba - Algeria.**

*Sep 2023 - Present.*

##### **Sales Executive.**

- Identifying new business opportunities, and achieving the personal, store and KPI targets in order to meet the overall organizational objectives.
- Sending and receiving of shipments, sort merchandise, stock shelves, counters, racks, and tables with merchandise.
- Taking cash, card payments, making sure the till balances and going to conferences to understand industry trends.
- Serving customers with the highest standards and following the company guideline of selling ( GUEST – Greet, Understand, Explain, Sell, Thank).

#### **Azzaro, Annaba - Algeria.**

*Sep 2022 - Aug 2023.*

##### **Fragrance Sales Executive.**

- Explaining the features and benefits of different fragrances and demonstrating how to use fragrance products.
- Explaining and informing customers about discounts and offers currently going on.
- Selling of perfumes to clients and assistance in providing products and Services that meet their needs and wishes.
- Keeping up to date with product knowledge, new fragrances and creative ideas.
- Inspiring our customers with spraying perfumes to assist clients deciding which perfume have to purchase.

#### **Mobilis Telecom, Annaba - Algeria.**

*Sep 2021 - Aug 2022.*

##### **Sales Officer.**

- Hunting customers for new prospect and arranging the meetings.
- Selling Mobilis telecommunications products and services to both consumer and enterprises.
- Developing effective sales strategy and working with Mobilis management and senior staff to meet store goals and targets.
- Selling the existing products along with multi-products and Identifying opportunities to improve sales performance.
- Responsible for data entry, solving bills troubles and customer service at POS.

### EDUCATION

#### **High School of Boutaba Bachir, Annaba - Algeria.**

*July 2021.*

- Baccalaureate Degree in " Economic & Management ".

### SKILLS

Excellent communication and presentation skills.  
Professionalism, ability to work under Pressure and sales pitch development.  
Adhere to SOP, Loss prevention policies.  
Computer skills word, excel, powerPoint and outLook ...etc.  
Friendly, calm under pressure, patience, proactive and sincerity.  
Ability to multi-task, prioritize and manage time effectively.  
Scheduling and business knowledge and High client relationship.  
Knowledge of current beauty trends, and perfume products.  
Objection management and business knowledge.  
Familiarity with the POS (Point of Sale).

### LANGUAGES

**Arabic:** Native Speaker **English:** Good **French:** Good.

### PERSONAL DETAILS

**Date of Birth:** 15/11/2003.

**Marital Status:** Single.

**Nationality:** Algerian.