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MOHAMED SALIM KORDOGHLI

Sales Executive

SAMMURY

Motivated and results-oriented Sales Executive with a strong academic background in accounting and finance, combined with hands-on experience in retail, real estate, and inventory management. Known for excellent communication skills, adaptability, and a customer-focused mindset. Proven ability to meet sales targets, manage stock efficiently, and contribute effectively to team success. Eager to grow in a dynamic environment and apply digital marketing and sales skills to drive business results.

EXPERIENCE

Sales Executive: BLACK AND WHITE store (March 2024 -February 2025)

- Welcomed and assisted customers in choosing outfits that fit their style, occasion, and budget, resulting in strong customer loyalty and return visits.
- Consistently reached and surpassed monthly sales goals by promoting new arrivals, styling tips, and promotional offers.
- Maintained excellent product knowledge of seasonal trends and materials to give expert advice and increase sales conversion.
- Organized and maintained store displays and mannequins to attract customer interest and support brand image.
- Handled inventory, restocking, and POS transactions, ensuring smooth daily operations and excellent customer service.

Real estate Agent: (May 2023 – March 2024)

- **Attract customers:** Publish images and videos of real estate in large groups in social media
- **Communication:** Be a good negotiator
- **Listening and empathy:** Understand clients' needs and expectations to offer them tailored solutions.
- **Initiative:** Be proactive in seeking out new properties or clients.

Graduation Project : GENMAR Company (February – May 2024)

❖ **My Project:** Improvement of relationship management with prospects and current customers:

- Make an EXCEL table for prospecting and customer follow-up
- Make an EXCEL table of customer complaints

❖ **My work Tasks**

- Monitoring stock levels and updating databases.
- Assisting with inventory management, including physical inventory verification.
- Preparing reports on stock status and any anomalies.
- Quantitative and qualitative control of incoming and outgoing shipments.

Internship in an accounting office : (January - February 2024)

- Perform data entry into the accounting software
- Process invoices and payments

Stock management DERMAFIG company (June - September 2023)

- Management of stock levels to ensure product availability (products, packaging, etc.)
- Supervision of supply chain and production operations

Internship in Electrical equipment sales company (January - February 2022)

- Collaborate with colleagues (technicians, inventory managers, etc.) to ensure quality service.
- Product knowledge to meet customer needs and recommend products.

EDUCATION

Digital Marketing (February 2025)

Elite Training center

Bachelor's degree in Accounting and Finance (June 2024)

Higher Institute of Technological Studies of Nabel- TUNISIA

baccalaureate in Economics and Management (June 2021)

Tunisia high school

SKILLS

- Strong negotiation and closing skills
- Ability to identify customer needs and offer tailored solutions
- Skilled in promoting new products and upselling
- Familiar with social media marketing to support brand visibility
- Proficiency in Microsoft Office software (Word, Excel, etc.)
- Proficiency in accounting software (Sage, Univers Soft, etc.)
- Launch various types of advertising campaigns on Facebook and Instagram, analyze results, and on Google Ads.
- Optimize websites for SEO
- Use Google tools: Google Search Console, Google Analytics, Google My Business

CERTIFICATIONS

- Certificate in digital marketing
- Block Chain social media certificate
- Entrepreneurship certificate

LANGUAGES

Arab



English



French

