

# Zakaria bendjedid

## SALES ASSOCIATE

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Address : Doha - Qatar

### SUMMARY

Motivated Sales Associate with over 3 years of experience in retail fashion, skilled in exceeding sales targets, building customer loyalty, and using effective sales strategies to boost revenue. Looking to contribute my expertise to a dynamic retail team in Qatar.

### EDUCATION

#### BACHELOR'S DEGREE IN MANAGEMENT

mouhamed cherif msaadiaoUniversity souk ahras– Algeria

#### BACCALAUREATE IN LITERATURE AND PHILOSOPHY

Abane Ramdane High School – Melbou, Algeria

### PROFESSIONAL EXPERIENCE

#### SALES ASSOCIATE

Jan 2023 - Jan 2025

LC WAIKIKI – ALGERIA

- Achieved an average of 25–30 daily clothing item sales, contributing to a monthly sales increase of 15%.
- Surpassed sales targets by over 90% regularly through active upselling and strong product knowledge.
- Assisted over 100 customers daily, enhancing loyalty and improving retention.
- Accurately processed over 120 transactions per day using POS systems with zero errors.
- Organized displays according to Visual Merchandising standards, increasing foot traffic and engagement.
- Promoted seasonal offers, helping drive a 20% increase in campaign revenue..

#### SALES ASSOCIATE

Feb 2023 - Dec 2023

RITADJ MALL – BEJAIA, ALGERIA

- Sold an average of 15–20 clothing items per day, exceeding store daily targets.
- Implemented cross-selling techniques, increasing average basket size by 15%.
- Maintained excellent product displays, contributing to a better shopping experience.
- Resolved returns and exchanges effectively, maintaining 95% customer satisfaction.
- Supported marketing campaigns that boosted store visits by 25% during promotions.

### SKILLS

- **Technical Skills:** Point of Sale (POS) Systems – Inventory Management & Stock Control – Visual Merchandising Sales Reporting & KPI Tracking – Retail Campaign Execution.
- **Core Competencies:** Upselling & Cross-Selling – Customer Relationship Building – Product Knowledge – Team Collaboration – Problem Solving & Conflict Resolution – Time Management – Flexibility.

### LANGUAGES

Arabic: Native

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French: Fluent

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English: Professional