



RICHARD PEREZ SIMON

SENIOR SALES EXECUTIVE

SUMMARY

A high level of selling skills and customer service oriented. Hard working and can work well under pressure with over 20 years working experience in the retail industry. A confident, self-motivated, honest and professional attitude as key attributes.

WORK EXPERIENCE

Senior Sales Executive

Darwish Holding
Dec 2016 – Present
Doha, Qatar

Darwish Holding is a prominent business group operating across multiple sectors including automotive, trading, real estate, and infrastructure and it is a significant private sector contributor in Qatar's economic landscape, with diverse business investments and strong market presence.

- Achieve monthly/quarterly sales targets for Sony TV and other product lines.
- Demonstrate product features and benefits to potential customers.
- Provide technical product knowledge and recommendations.
- Track competitor products and pricing.
- Monitor market trends in consumer electronics and provide feedback to Sony management about customer preference.
- Resolve customer complaints professionally and manage customer relationships to encourage repeat business and referrals.
- Prepare regular sales reports and track and document sales activities.
- Stay updated on latest Sony TV and audio system specifications.
- Understand technical details of product ranges and attend product training sessions




Senior Sales Representative

Jumbo Electronics LLC
Sept 2005- till Oct 2011
United Arab Emirates

Jumbo Electronics, established in 1974 in UAE, is a leading electronics retailer and distributor. As Sony's primary distributor and partner to major brands like Apple and Samsung, they operate a widespread retail network offering consumer electronics, IT products, and home appliances, backed by strong after-sales support across the UAE.

- Achieve sales targets.
- Demonstrate electronics products.
- Promote brands under Jumbo Electronics.
- Process customer transactions
- Upsell warranties/accessories
- Handle technical queries and provide product advice.
- Resolve customer issues and ensure customer satisfaction.
- Stay updated on new launches and understand technical specifications.
- Maintain display units.
- Inventory and Price tag updates.
- Daily sales reporting and Inventory updates and workshops.

CONTACT

-  Al Sadd Doha, Qatar
-  chaddsimon8@gmail.com
-  +974 5591 9118

SKILLS

Salesmanship

Analytical

Communication

Problem solving

Adaptability

LANGUAGES

English

Arabic

EDUCATION

Bulacan State University
Batchelor of Science in Civil engineering
From Jun 1992 till Jun 1994
Bulacan, Philippines

PERSONAL DETAILS

Date of Birth : 06th Dec 1975
Marital Status : Married
Passport no. : P2404966B
Visa status : Transferable

REFERENCE

Available upon request