



ZAKARIA BENJEDID

CAREER OBJECTIVE

To enhance my knowledge, skill and learning with the challenging position and to secure a responsible career while making a significant contribution to the success of the company.

CONTACT

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PERSONAL DATA

Nationality: **ALGERIAN**
Birthdate: **AUGUST 3, 1996**
Age: **28**
Visa Status: **TRANSFERRABLE with NOC**
Language: **ARABIC, FRENCH AND ENGLISH**

EDUCATION

Tertiary:

BACHELOR'S DEGREE IN MANAGEMENT
Mohamed Cherif Messaadia University
SOUK AHRAS, ALGERIA

BACCALAUREATE IN LITERATURE AND PHILOSOPHY
ABANE RAMDANE HIGH SCHOOL
MELBOU, ALGERIA

SKILLS

- Communication Skills
- Quick Learning
- Risk Taking
- Office Procedure
- Document Filing
- Multi-tasking / Flexible
- Can work under Pressure
- Leadership / Teamwork Skills

WORK EXPERIENCE

SALES ASSOCIATE – ADNAN AUTO 2022 – 2025 ALGERIA

- Greet customers arriving at the dealership.
- Show case the dealership's vehicles and explain their features and warranties to customers.
- Answer customer questions about cars, financing and purchase process.
- Accompany customers on test drives, collecting licenses and documentation beforehand per best practices.
- Negotiate car prices and trade-in values for customers' vehicles.
- Coordinate with the finance department to determine each customer's financing and ownership options.
- Contact past customers to ensure they are satisfied with their vehicles.
- Customer Interaction: Provide excellent customer service by helping clients understand our services and offering guidance through the buying and selling process.
- Engage with potential buyers, understand their requirements, and offer suitable vehicle options from our inventory.
- Negotiate the best price for customers, handling all aspects of the transaction, including terms and agreements.
- Maintain a deep understanding of the available vehicles, their features, and the current market to provide customers with accurate, relevant information.
- Follow up on inbound inquiries and convert leads into successful sales.
- Stay updated with trends in the automotive market to understand customer preferences and enhance sales opportunities.
- Meet or exceed sales targets and KPIs, contributing to the overall success of the company.
- Address post-sale queries or concerns, ensuring high customer satisfaction and building lasting relationships.

CAR SALESMAN – BALOUMI AUTO 2020 - 2022 GEULMA - ALGERIA

- Greet customers arriving at the dealership.
- Assist customers in selecting and purchasing vehicles.
- Provide information to customers regarding financing options and warranties.
- Conduct test-drives with customers to demonstrate vehicle features.

**CAR SALESMAN – RENAULT GROUP
APR 2018 – APR 2020
ALGERIA**

- Negotiate pricing and terms of sale with customers.
 - Complete paperwork and documentation related to vehicle sales.
 - Maintain knowledge of current inventory and promotions.
 - Follow up with customers after the sale to ensure satisfaction and encourage referrals.
 - Collaborate with other sales team members to meet sales goals.
 - Attend training sessions and meetings to stay up-to-date on industry trends and best practices.
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- Coordinate with the finance department to determine each customer's financing and ownership options.
- Contact past customers to ensure they are satisfied with their vehicles.
- Understands automobiles by studying characteristics, capabilities, and features.
- Cultivates buyers by maintaining rapport with previous customers and suggesting trade-ins.
- Turns customers into buyers by matching them with their ideal car.
- Qualifies buyers by understanding their requirements and interests and matching these interests to various car models.
- Demonstrates vehicle features and takes customers on test drives.
- Demonstrates automobiles by explaining warranties and services.
- Closes sales by overcoming objections, asking for sales, negotiating prices, and completing sales and purchasing contracts.
- Provides sales management information by completing reports.
- Assists with the setup of the showroom and displays.
- Updates job knowledge by participating in educational opportunities and reading professional publications.
- Enhances dealership reputation by accepting ownership for accomplishing new and different requests.

CHARACTER REFERENCES TO FOLLOW
