



# Aziz Essifi

Experienced over 10 years of experience in sales, management, and the automotive industry, Customer Services , Real Estate , with expertise in both Qatar and Morocco. Skilled in strong customer relationships, achieving sales targets, and managing teams, with a focus on strategic growth and performance improvement.

## Contact

- +97433409465
- azizessifi001@gmail.com
- Doha , Qatar
- Qatar Driving License
- Moroccan

## Language

- English
- French
- Arabic

## Education

- Bachelor's Degree in Arts and Humanities (LAW)
- Certificate in Aluminum Fabrication & Welding Issuing Organization

## Skills

- Professionalism
- Communication
- Time Management
- Meeting deadlines
- Organized
- Teamwork

## Work Experience

- Outdoor Sales Agents - DALEX Lighting.** **Present**  
Doha, Qatar
  - Promoted and sold products/services to clients through face-to-face interactions in assigned territories.
  - Developed and maintained strong client relationships,
  - Identified customer needs and provided tailored solutions, consistently exceeding monthly sales targets.
  - Prepared detailed daily reports on sales activities, leads, and customer feedback.
- Customer Service Assistant - Decathlon** **2022 - 2025**  
Doha, Qatar
  - Delivered outstanding customer service by assisting customers with product inquiries, ensuring they had a positive shopping experience.
  - Provided knowledgeable product recommendations, enhancing customer satisfaction and driving sales in various departments.
  - Managed transactions, including processing payments, returns, and exchanges, ensuring smooth operations at the checkout.
- Sales Consultant - Artal Perfumes** **2020 - 2022**  
Doha, Qatar
  - Built lasting relationships with customers, ensuring a personalized shopping experience and fostering repeat business
  - Delivered expert knowledge of Artal's perfume collection, assisting customers in selecting fragrances that best match their personal tastes and preferences.
  - Collaborated with the team to manage inventory, track sales trends, and ensure optimal stock levels to meet customer demand.
- Sales Representative - Doha Protein Company.** **2019- 2020**  
Doha, Qatar
  - Working on brand development and assisting clients.
  - Collaborating with fitness trainers or health influencers to promote the product
- Sales Consultant- Square Electronic** **2018 - 2019**  
Doha, Qatar
  - Handled customer inquiries, troubleshooting technical issues with electronics and providing after-sales support, including returns, exchanges, and repairs.
  - Assisted customers in selecting the best products based on their preferences and needs, ensuring a personalized shopping experience
- Supervisor - Carrefour ( food department ).** **2015 - 2018**  
Doha, Qatar
  - Understanding food components and their characteristics.
  - Tracking inventory and managing orders effectively.
  - Organizing tasks and delegating work to the team
  - Ability to identify quality cuts of meat and ensure proper storage
- Security - Eagles Group Security.** **2013 - 2015**  
MOROCCO
  - Control access to facilities, verifying identification and maintaining logs of visitors and personnel entering/exiting.
  - Monitor and patrol assigned premises to ensure the safety and security of employees, visitors, and property.
- Sales Representative - LEONI** **2010 - 2013**  
MOROCCO
  - Designed and developed wiring systems for automotive clients.
  - Led a team of 10 engineers in the production of high-quality cables.
  - Managed client relationships and provided technical support for large projects.