

AKRAM. Abidi



Age: 21 Years
Marital status: single.
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CURRENT PROFESSIONAL GOALS

Dynamic and customer-oriented sales representative with over three years of experience in retail sales, specializing in apparel and fragrances. Adept at providing personalized product recommendations, fostering strong customer relationships, and driving sales through effective communication and exceptional service. Skilled in product knowledge, visual merchandising, and managing inventory to optimize store performance. Proven track record of meeting and exceeding sales targets while ensuring high levels of customer satisfaction. Passionate about fashion and fragrance, and eager to contribute to the success of a team.

❖ ACADEMIC QUALIFICATIONS

2019 First secondary grade, literary branch - Al-Walid bin Abdul Malik Secondary School - Irbid - Jordan

❖ PERSONAL SKILLS

- ❖ Consistently recognized as having excellent interpersonal skills and the ability to work under pressure.
- ❖ Excellent communication skills.
- ❖ Ability to interact with customers positively and provide clear information about products.
- ❖ Building long-term relationships with clients by providing excellent service and following up post-sale.
- ❖ Ability to negotiate effectively to secure the best deals and meet customer needs.
- ❖ Ability to work well with colleagues to foster a positive work environment and achieve collective sales targets.
- ❖ The ability to arrange the assigned work tasks efficiently and effectively.

❖ PROFESSIONAL EXPERIENCE & Voluntary experiences

BERSHKA , Tunisia | 2023 – 2024 (SALES MAN).

- Provide excellent customer service by assisting customers in finding the right products, answering questions, and offering styling advice for apparel and accessories.
- Maintain up-to-date knowledge of the latest collections, trends, and product features to provide customers with accurate information and recommendations.
- Meet and exceed sales targets by actively engaging with customers and promoting high-quality products to drive store sales.
- Help with arranging and organizing displays according to store standards, ensuring the store looks visually appealing and products are easily accessible to customers.
- Commitment to working hours, not being late for work hours, and working hard .

HAMADI ABID (HA), Tunisia | 2022 – 2023 (SALES MAN).

- Counseling customers depending on their specific demands
- Organizing the shelving and merchandising
- Providing accurate price quotes and estimates
- Managing payments
- Informing new customers of upcoming promotions and specials
- Monitored inventory levels and communicated stock requirements.

FATALES, Tunisia | 2021 – 2022 (SALES MAN).

- Guided customers in selecting premium perfumes, providing detailed information on fragrance notes and longevity.
- Maintained a luxurious and inviting shopping environment, ensuring product displays were visually appealing.
- Processed customer transactions efficiently, including handling returns and exchanges.
- Built strong customer relationships to foster repeat business and brand loyalty.
- Achieved sales targets through personalized service and in-depth product knowledge.

❖ LANGUAGES

Arabic (native).

English (good) including writing, speaking.

❖ REFERENCES

Available upon request.