



Mohamed Aziz Riahi

☎ +974 50161077 ✉ riahiiaziz1312@gmail.com

Personal Information:

👤 Name and Surname: **Mohamed Aziz RIAHI**
🇹🇳 Nationality: **Tunisian**
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Summary:

Results-driven and customer-focused sales professional with great experience in exceeding sales targets and driving revenue growth. Proven track record of cultivating strong client relationships and providing exceptional customer service. Skilled in identifying client needs and recommending tailored solutions to meet their goals. Adept at prospecting, negotiating, and closing deals in competitive markets. Proficient in CRM software and adept at analyzing sales data to identify opportunities for improvement. Excellent communication and interpersonal skills with a demonstrated ability to collaborate effectively with cross-functional teams. Eager to leverage expertise to drive sales success and contribute to the growth of a dynamic sales team.

Educational Qualifications:

- **High School Level in Economics and Sciences**

Professional Experience:

- **From September 2024 to November 2024**

IPG group - Qatar

Beauty Advisor (Freelancer)

Job Responsibilities:

- **Delivering personalized** shopping experiences by warmly greeting customers and understanding their preferences.
- **Assisting customers** in selecting fragrances tailored to their needs and tastes.
- **Providing fragrance** samples while explaining scent notes, product features, and benefits.
- **Maintaining professional** and approachable demeanor to enhance customer satisfaction.

- **From March 2021 to November 2023**

Fatales Beauty Store - Tunisia

Beauty Advisor

Job Responsibilities:

- **Greet customers** and provide excellent service to enhance their satisfaction.
- **Assist customers** in selecting the appropriate perfumes based on their needs and preferences.

- **Offer advice** on fragrance notes, ingredients, and suitability for different occasions.
- **Process sales** and handle payments efficiently and quickly.
- **Manage inventory** and restock products on shelves.
- **Promote special offers** and discounts to attract more customers.
- **Explain the differences** between various brands and the benefits of available products.
- **Maintain an organized** and clean work environment to ensure a comfortable shopping experience for customers.
- **Follow up on special orders** and arrange deliveries if needed.
- **Collaborate with the team** to meet sales targets and provide customer support.

Skills:

- Proficiency in using computers and the internet
- Effective interpersonal skills, along with strong verbal and written communication abilities
- Capable of working in a highly dynamic environment and handling multiple tasks
- Ability to work under pressure
- Quick learner / Trainable
- Motivated to achieve successful outcomes
- Flexible in teamwork
- Excellent time management
- Self-directed | Committed | Ambitious | Optimistic
- Willing to undergo training to complete job qualifications

Languages:

Arabic	●	●	●	●	●	●	●	●	Native Language
French	●	●	●	●	●	●	●	●	Fluent Reading and Writing
English	●	●	●	●	●	●	●	●	Good Reading and Writing

Hobbies:



,Yours sincerely

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