

# Zoubeir Rezgui

## Sales Executive



A highly motivated and result-oriented sales professional with over 9 years of experience in retail and B2B sales. Seeking to leverage my expertise in customer relationship management, negotiation, and market expansion in a dynamic organization where I can contribute to revenue growth and customer satisfaction.

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Doha - Qatar

## EDUCATION

- Certified Fitness Instructor
- Diploma in Physical Education and Sports Training
- Senior Accounting and Finance Technician
- Senior commercial technician

## SKILLS

- Customer service skills
- Up selling
- IT literate
- Marketing & promotions
- Deadline orientated
- Stockroom procedures

## LANGUAGE

- Arabic : native
- English : medium
- French : Good

## EXPERIENCE

### Sales Representative – Perfume Specialist

Tunisia MALL -Tunisia

2020-2024

- Assisted customers in selecting perfumes based on preferences, occasion, and budget.
- Provided product knowledge on various perfume brands, ingredients, and fragrance notes.
- Built long-term relationships with clients, ensuring repeat business and customer loyalty.
- Conducted in-store demonstrations and offered personalized fragrance consultations.
- Managed stock levels and ensured the display of perfumes was visually appealing and well-organized.
- Participated in promotional events and product launches to drive customer engagement.

### Senior Fitness Coach & Sales Support

Freelance + Sports Retail Collaboration – Tunisia

2017-2020

- Provided personal and group fitness sessions focused on strength and endurance.
- Advised clients on purchasing suitable sportswear and equipment based on their needs.
- Collaborated with local stores to promote fitness events and wellness programs.
- Educated customers on product features and benefits (e.g., shoes, clothing, gym gear).

### Customer Assistant

Local Sports & Apparel Store –TUNISIA

2015-2017

- Helped customers choose sportswear and accessories based on activity type.
- Maintained store presentation and organized merchandise displays.
- Assisted with inventory and restocking during peak hours.
- Provided friendly and professional customer service.