



## LAHOUARECHE OUSSAMA

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Doha Qatar

algerian

Dynamic and results-driven Sales man with over 10 years of experience in the retail and wholesale sectors. Adept at identifying customer needs, building lasting relationships, and closing deals. Proven track record of exceeding sales targets and driving business growth through innovative sales strategies and exceptional customer service. Strong communication and negotiation skills, coupled with a deep understanding of market trends and product knowledge. Committed to fostering a positive team environment and continuous professional development.

### Experience

- SALES man 2013-2015
- Worked as a Sales man (Zara Company) in Algeria.
- CASHIER 2015-2017 • worked as a cashier (Zara) in Algeria.
- Manager assistant: 2017- 2019. Worked as administrative assistant in a national Algerian company (ROUIBA).
- Sales supervisor: 2019-2022 Worked as supervisors in national Algerian Company (ROUIBA).
- 2022-2023: Assistant in a law office.
- 2023 2024: Monitor quality.
- 2024-2025: Marketing Representative.

### ROLE & RESPONSIBILITY:

- ❖ Identifying and Prospecting Clients:
  - Research and identify potential customers and sales opportunities.
- ❖ Building and Maintaining Relationships:
  - Establish and nurture strong relationships with existing and prospective clients,
- ❖ Understanding Customer Needs:
  - Stay informed about industry trends, market conditions, and competitor activities.
- Handling Customer Complaints
  - Address and resolve customer complaints and is promptly and effectively

### Highlights

- ❖ Time Management Skills
- ❖ Critical Thinking
- ❖ Cultural Competence
- ❖ Good communication Skills
- ❖ Problem solving Skills
- ❖ Customer Service skills
- ❖ Hard working
- ❖ Team Work Adaptability

### Education

Bachelor Degree from algeria.

### Language

- English
- Arabic
- French

### **Negotiating and Closing Sales:**

- Negotiate terms, prices, and conditions with customers to reach mutually beneficial agreements.

❖ Achieving Sales Targets:

- Meet or exceed individual and team sales targets and quotas.

❖ Market and Product Knowledge

❖ Conduct product demonstrations and presentations to showcase the features and benefits of products.

❖ Presenting and Demonstrating Products:

- Engage with customers to understand their needs, preferences, and pain points.

- Reporting and Documentation

- Maintain accurate records of sales activities, customer interactions, and transactions