

Belqassem Benkhadra

Sales Agent

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Doha - Qatar

Valid QID

PROFILE

Dynamic and results-driven Sales Agent with extensive years of experience in driving sales growth and delivering exceptional customer service. Proven ability to build strong client relationships, identify customer needs, and offer tailored solutions that enhance satisfaction and loyalty.

EDUCATION & TRAINING

Training - Marketing & Sales

2020

Master's degree - Automation and Signal Processing

2012

Bachelor's degree - Automatic

2009

EXPERTISE

- Client Relationship Management (CRM)
- Negotiation Skills
- Closing Sales
- Product Knowledge
- Market Research
- Customer Needs Assessment
- Persuasive Communication
- Prospecting
- Networking
- Account Management
- Cross-Selling & Upselling
- Sales Presentations
- Objection Handling
- Digital Marketing
- Business Development
- B2B & B2C Sales
- Target Achievement
- Follow-up Techniques

LANGUAGE

- **Arabic:** Native
- **English:** Good
- **French:** Good

WORK EXPERIENCE

Sales Agent

2021 - 2024

Geely - Algeria

- Provided detailed product demonstrations of Geely vehicles, highlighting their unique features and benefits.
- Identified potential customers by conducting market research and analyzing industry trends.
- Established relationships with new clients through cold calling, networking, and referrals.
- Negotiated prices and terms with customers while ensuring company profit margins were maintained.
- Managed the entire sales process from initial contact to final delivery of the vehicle.
- Assisted customers in selecting the best vehicle by understanding their preferences and requirements.

Sales Agent

2019 - 2021

Petra Real Estate - Algeria

- Organized property viewings, showcasing residential and commercial real estate options to potential buyers.
- Created personalized real estate presentations to highlight the unique selling points of each property.
- Advised clients on property investment trends, helping them make informed decisions based on market forecasts.
- Facilitated property inspections and appraisals to ensure the value and condition of the properties met client expectations.

Sales Agent

2015 - 2019

Decathlon - Algeria

- Actively promoted new product lines and seasonal offers, increasing customer interest and store sales.
- Coordinated with suppliers to ensure timely delivery of high-demand products, reducing stockouts and maintaining sales flow.
- Promoted membership programs, driving sign-ups and offering members exclusive discounts and benefits.
- Worked collaboratively with the management team to develop sales strategies aimed at achieving monthly targets.

Sales Agent

2014 - 2015

Uno Hypermarket - Algeria

- Conducted regular stock checks to ensure shelves were fully stocked with popular products and seasonal items.
- Monitored inventory levels and assisted with stock replenishment to avoid running out of popular items.
- Worked with the marketing team to implement strategies that increased foot traffic and sales in the store.
- Exceeded sales targets through upselling and cross-selling, significantly contributing to the store's overall performance.