

SEIFEDDINE BOUABDELLI

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Professional Summary

Results-driven Sales Executive with a proven record of accomplishment in achieving sales targets and driving business growth. Experienced in client relationship management, product promotion, and market analysis. Skilled in identifying customer needs, delivering tailored solutions, and negotiating contracts to ensure client satisfaction and long-term partnerships. Fluent in Arabic, English, and French, with excellent interpersonal and communication abilities.

Professional Experience

Sales representative, Azam cement products – 23 June 2023 until today

- Identify and target potential clients in construction, real estate, and infrastructure sectors.
- Build and maintain strong relationships with contractors, project managers, and procurement teams. Act as the primary point of contact for customer inquiries and concerns.
- Promote and sell cement products to meet or exceed monthly and annual sales targets. Negotiate pricing, payment terms, and delivery schedules with clients.
- Upsell and cross-sell additional products and services to existing clients.

Salesman – Nike Algeria, 2017– 2022

- Welcomed customers, providing a friendly and professional shopping experience.
- Demonstrated product features, benefits, and after-sales services to meet customer expectations. Collaborated with the sales team to achieve and exceed monthly sales targets.
- Informed customers of promotions and discounts to maximize sales opportunities. Maintained accurate sales records and provided regular performance reports to management.

Receptionist – Tosyali Holding, 2015 - 2017

- Collaborated with internal teams to create comprehensive project proposals tailored to client requirements.
- Proactively identified and pursued new business opportunities through market research and networking.
- Monitored sales performance by implementing tracking systems and analyzing KPIs.
- Built strong relationships with clients by understanding their needs and offering customized solutions.
- Conducted presentations and negotiations to close high-value deals, contributing to revenue growth.

Education

Industrial Electronics Diploma 2012 – 2014

Provided solutions for pneumatic and hydraulic system operations. Developed cost-effective quotations for installation and service jobs. Used relevant computer applications to enhance workplace productivity. High School Diploma 2009 – 2011

Skills

Sales and Marketing Strategies Client Relationship Management
Product Demonstration and Presentation
Negotiation and Closing Deals
Product Demonstration and Presentation
Relationship Management
Negotiation and Closing Deals
Sales Performance Analysis (KPIs)
Inventory and Procurement Management
Team Collaboration and Leadership & Multilingual Communication

Languages

Arabic (Native)
English (Advanced)
French (Fluent)