



# RICHARD PEREZ SIMON

## SENIOR SALES EXECUTIVE

### SUMMARY

A high level of selling skills and customer service oriented. Hard working and can work well under pressure with over 20 years working experience in the retail industry. A confident, self-motivated, honest and professional attitude as key attributes.

### WORK EXPERIENCE

#### Senior Sales Executive

Darwish Holding  
Dec 2016 – Present  
Doha, Qatar

Darwish Holding is a prominent business group operating across multiple sectors including automotive, trading, real estate, and infrastructure and it is a significant private sector contributor in Qatar's economic landscape, with diverse business investments and strong market presence.

- Achieve monthly/quarterly sales targets for Sony TV and other product lines.
- Demonstrate product features and benefits to potential customers.
- Provide technical product knowledge and recommendations.
- Track competitor products and pricing.
- Monitor market trends in consumer electronics and provide feedback to Sony management about customer preference.
- Resolve customer complaints professionally and manage customer relationships to encourage repeat business and referrals.
- Prepare regular sales reports and track and document sales activities.
- Stay updated on latest Sony TV and audio system specifications.
- Understand technical details of product ranges and attend product training sessions

#### Senior Sales Representative

Jumbo Electronics LLC  
Sept 2005- till Oct 2011  
United Arab Emirates

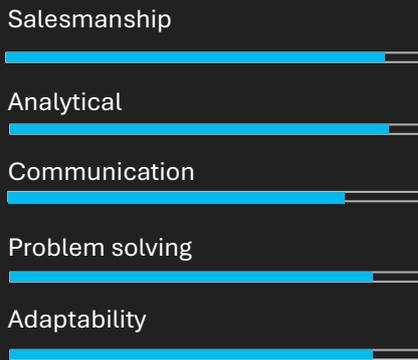
Jumbo Electronics, established in 1974 in UAE, is a leading electronics retailer and distributor. As Sony's primary distributor and partner to major brands like Apple and Samsung, they operate a widespread retail network offering consumer electronics, IT products, and home appliances, backed by strong after-sales support across the UAE.

- Achieve sales targets.
- Demonstrate electronics products.
- Promote brands under Jumbo Electronics.
- Process customer transactions
- Upsell warranties/accessories
- Handle technical queries and provide product advice.
- Resolve customer issues and ensure customer satisfaction.
- Stay updated on new launches and understand technical specifications.
- Maintain display units.
- Inventory and Price tag updates.
- Daily sales reporting and Inventory updates and workshops.

### CONTACT

- Al Sadd Doha, Qatar
- chaddsimon8@gmail.com
- +974 5591 9118

### SKILLS



### LANGUAGES



### EDUCATION

Bulacan State University  
Batchelor of Science in Civil engineering  
From Jun 1992 till Jun 1994  
Bulacan, Philippines

### PERSONAL DETAILS

Date of Birth : 06<sup>th</sup> Dec 1975  
Marital Status : Married  
Passport no. : P2404966B  
Visa status : Transferable

### REFERENCE

Available upon request