



HAMZA

BEN MOUHAMED

SALES REPRESENTATIVE

CONTACT

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- Al Doha

EDUCATION

Higher Technical Qualification Certificate: Senior Technician In Industrial Automation And Informatics

Sectoral Center For Training In
Electronics SOUSSE

2018-2020

BACCALAUREATE DIPLOMA

2015 -2016

SKILLS

- Customer service
- Effective time management
- Advanced sales strategies
- Lead generation prospecting
- Products knowledge and presentation
- Negotiation and closing skills
- Market research and analysis

LANGUAGE

- Arabic (mother)
- English (fluent)
- French (fluent)

ABOUT ME

Highly motivated Sales Representative with over 5 years of experience in the technology sector. Proven ability to exceed sales targets, build strong client relationships, and deliver outstanding customer service. Skilled in market research, CRM management, and strategic sales planning. Excellent communicator and negotiator, dedicated to driving revenue growth.

EXPERIENCE

Sales Representative

Barazan perfumes (QATAR)

2023-2024

- Identifying and pursuing new sales opportunities through lead generation and prospecting.
- Building and maintaining strong relationships with clients to ensure customer satisfaction and repeat business.
- Presenting and demonstrating product features and benefits to potential customers.
- Negotiating and closing sales deals to meet or exceed targets.

Sales Representative

Celio (TUNIS)

2020-2023

- Conducted market research to identify new business opportunities and stayed updated on industry trends.
- Presented product features and benefits to potential clients, effectively addressing their needs and concerns.
- Utilized CRM software to track sales activities, manage leads, and generate sales reports.
- Trained and mentored junior sales team members, enhancing overall team performance.
- Follow up with prospective clients and answer any remaining questions
- Help manage social media platforms to support the club's intentions and goals