



## ZIAD KHELLAFI

### Contact

📍 **Address:**  
Doha, Qatar

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### Languages

- ◆ **Arabic:** Native
- ◆ **English:** Fluent
- ◆ **French:** Intermediate

### Skills

- **Relationship Building**
- **Time Management**
- **Excellent communication and interpersonal skills**
- **Strong persuasion and negotiation abilities**
- **Time management and task organization**
- **In-depth knowledge of sales and marketing techniques**
- **Proficient in Microsoft Office (Word, Excel, PowerPoint)**
- **Empathetic**
- **Negotiation**

### Objective

Experienced sales professional with over 4 years in sales, including 3 years in shopping malls in Algeria and 1 year in the gold market and real estate sectors in Qatar. Skilled at building strong customer relationships and increasing sales through tailored solutions. Seeking to further develop my skills and join a dynamic sales team in Qatar.

### Work Experience

#### Sales Representative

**ABH Real Estate, Doha, Qatar**

2024 – Present

- Communicated with clients and presented real estate offers tailored to their needs.
- Managed sales and purchase processes, including contract negotiations.
- Built strong relationships with clients and real estate developers.
- Consistently achieved sales targets and contributed to company revenue growth.

#### Sales Representative

**Gold Market, Doha, Qatar**

2023 – 2024

- Delivered excellent customer service, building trust with high-end clientele.
- Met and exceeded sales targets through personalized product recommendations.
- Handled inventory management and in-store product organization.

#### Sales Representative

**Various Shopping Malls, Algeria**

2019 – 2022

- Provided top-tier customer service and regularly exceeded sales goals.
- Maintained a loyal client base through effective relationship building.
- Assisted customers with product selection and promotional information.
- Collaborated with team members to meet mall-wide sales objectives.

### Education

- **High School Diploma in Technical Studies**  
Algeria
- **Business Administration (Algeria)**

### Declaration

I do hereby declare that the above mentioned details are true and correct to the best of my knowledge, Information and belief.