



THAMEUR OUNIFI

Sales Associate | AC Showroom Specialist

WORK EXPERIENCE

Mar 2023 Raha Cooling Systems Trading – Qatar

June 2025 Sales Executive

- Oversaw end-to-end HVAC projects across residential, commercial, and industrial sectors, including ductwork, chilled water systems, FCUs, AHUs, cassette & floor-standing AC units, and VRF/VRV systems
- Conducted on-site evaluations, prepared heat load calculations, developed HVAC drawings, and finalized BOQs for equipment selection and installation planning
- Coordinated full MEP services: prepared contract documentation, supervised installation crews, and ensured timely project delivery within budget .
- Performed commissioning, troubleshooting, and preventive maintenance for central AC systems, chillers, split units, and air handling units, maintaining optimal efficiency and performance

July 2022 PRETORIAN DOHA – QATAR

Jan 2023 Transportation Coordinator – Supervisor

- Welcoming VIP guests and coordinating their transportation needs, including communication with drivers and airport assistance
- Monitoring daily reports of arrivals and departures while ensuring compliance with health and quality standards

March 2020 SARAY PERFUMES – QATAR

June 2022 Sales Advisor

- Welcoming customers, assisting them in finding products, and recommending items based on their needs (perfumes, bukhour, etc.)
- Managing stock, tracking inventory, and placing orders for requested items
- Verifying orders before each delivery
- Relaying customer complaints to management

Janv 2019 FLOWARD FLOWERS – QATAR

Fev 2020 Sales representative

- Delivering floral arrangements and bouquets to various addresses, adhering to routes and schedules
- Loading, unloading, preparing, inspecting, and delivering the order
- Issuing invoices, collecting feedback, and resolving customer complaints
- Informing customers about new products and services, and maintaining logs and reports

2008 ESPERANCE SPORTIVE DE TUNIS – TUNISIA

2017 Professional Handball Player

- Teaching individual techniques and team tactics to young players
- Demonstrating strong leadership and practicing self-discipline on and off the field
- Motivating teammates and showing genuine commitment to both players and coaches

OBJECTIVE

Dynamic and customer-oriented sales professional with experience in the HVAC industry since 2023, specializing in air conditioning sales. Skilled at understanding client cooling needs, recommending energy-efficient solutions, and closing deals with a consultative approach. Proficient in conducting product demonstrations, explaining technical features, and ensuring customer satisfaction through reliable after-sales support. Consistently meet and exceed sales targets by leveraging strong negotiation and relationship-building skills. Well-versed in showroom operations, inventory management, and the latest AC models and technologies. Committed to driving sales growth while delivering exceptional service.

EDUCATION

Bachelor's Degree in Economics and Management, 2014

Ibn Khaldoun, Tunisia

SKILLS

- Strong communication skills
- Good negotiation and complaint-handling skills
- Skilled in sales techniques

LANGUAGES

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

HOBBIES

- Sports
- Travel
- Cinema



winifi.tamer@gmail.com



+974 5109 1797