



Iskandar Dandan *Sales Representative*

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📍 Doha, Qatar 🇹🇳 Tunisian

Profile

Motivated and results-driven sales professional with over 3 years of experience in retail and customer relations at Fatales Store and Le Sportif. Proven ability to achieve sales targets, provide excellent customer service, and build lasting client relationships. Skilled in product knowledge, negotiation, and effective communication.

Education

- **Higher Institute of Physical Education** *Sep.2019 - Jul.2022*
Bachelor's Degree in Physical Education and Sports Teaching El Kef, Tunisia
- **Okba Ibn Nafaa High School** *Sep.2015 - Jul.2019*
Baccalaureate Diploma in Sports Kairouan, Tunisia

Experience

- **Sales Representative** *July.2023 - August.2025*
Le Sportif Sousse, Tunisia
 - Achieved and consistently surpassed monthly sales targets.
 - Built and maintained strong relationships with customers, resulting in high customer satisfaction and repeat business.
 - Conducted product demonstrations and explained features to potential clients.
 - Managed sales transactions and ensured accurate documentation.
 - Collaborated with team members to develop sales strategies and increase overall branch performance.
 - Responded promptly to customer inquiries and resolved issues to maintain a positive company image.
 - Trained and mentored new sales staff on company policies, product knowledge, and sales techniques.
 - Coordinated promotional activities and marketing campaigns at the branch level to boost sales.
 - Prepared daily and weekly sales reports for branch management to monitor performance.
- **Sales Representative** *September.2022 - June.2023*
Fatales Store, Kairouan, Tunisia
 - Assisted customers with product selection and purchases to ensure satisfaction.
 - Maintained store displays and ensured product availability.
 - Processed sales transactions and managed the POS system efficiently.
 - Supported promotional activities and helped achieve monthly sales goals.
 - Provided after-sales support and handled customer inquiries professionally.

Skills

- **Excellent communication and interpersonal skills**
- **Strong negotiation and closing abilities**
- **Customer service orientation**
- **Proficient with sales software and POS systems**
- **Ability to work independently and in a team**
- **Time management and organizational skills**

Languages

English (Fluent)
Arabe (Native/Bilingual)
French (Fluent)