



# MEHREZ AFFI

## CONTACT



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Doha , Qatar

## EDUCATION

- **University of Carthage**  
Tunis

- **Bachelor of Business Administration**

## SKILLS

- Strong product knowledge and an ability to explain features and benefits clearly.
- Excellent communication and active listening.
- Consultative selling approach to understand customer needs.
- Upselling and cross-selling techniques.
- Effective negotiation and persuasion.
- Ability to build and maintain long-term customer relationships.
- Strong closing techniques to achieve monthly targets.
- Accurate cash handling and POS system operation.
- Strong problem-solving skills to offer the right solutions.
- Ability to manage high-pressure situations calmly.
- Knowledge of sales techniques and best practices.
- Adaptability and flexibility in a dynamic sales environment.

## LANGUAGES

- **Arabic (Basic)**
- **English (Proficient)**

## PROFESSIONAL SUMMARY

*Dynamic and results-driven Sales Professional with proven experience driving revenue growth, building strong customer relationships, and delivering high-impact sales solutions. Skilled in lead generation, product presentation, negotiation, Recognized for strong communication, problem-solving, and customer service abilities, with a consistent record of exceeding targets and improving customer satisfaction. Adaptable, motivated, and committed to contributing to team success while maintaining a high level of professionalism.*

## WORK EXPERIENCE

**Sishira Perfume Trading Doha, Qatar**

**2024–2025**

### Sales Associate

- Assisting customer with fragrance selection, processing their transaction.
- Great all customers and assist with searching for any products or items.
- Responsible for sales and up selling of all products to meet goals set by.
- Up to date knowledge of products and brand history and providing a VIP customer experience.
- Set up merchandise display using perfume bottle boxes, testers according to company policies and procedures.
- Assisted customers with product selection to ensure customer satisfaction.
- customer service set sales and displays sales cash register pricing stocking accomplishments.
- Operated cash register and POS to process sales transactions and handle payments.

**PULL & BEAR DOHA, QATAR**

**2022–2024**

### Sales Representative

- Drove sales growth by actively engaging with customers, identifying their needs, and recommending suitable products.
- Delivered exceptional customer service, building strong relationships and ensuring repeat business.
- Build and maintain strong relationships with clients.
- Identified customer needs through active listening, providing tailored product recommendations to increase sales opportunities.
- Consistently achieved and exceeded monthly sales targets.
- Conducted product presentations and demonstrations and closing deals effectively.
- Helped resolve client problems quickly with superior customer service.
- Adapted sales techniques to specific clients and promoted products based on individualised clients needs.

**Apparel Group Doha, Qatar**

**2020–2022**

### Sales Representative

- Assisted customers with product selection and styling based on current fashion trends
- Delivered excellent customer service, ensuring a positive shopping experience.
- Processed transactions, handled returns, and maintained accurate cash operations.
- Built strong customer relationships to increase repeat business and brand loyalty.
- Engaged with customers and helped them to choose items based on their style preference.
- Developed comprehensive knowledge of product offerings to facilitate customer decision