



# Nidham Charfeddine

Sales

## CONTACT

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Qatar -doha

## SKILLS

Lead generation, deal closing, negotiation, CRM (Salesforce/Hopspot), CRM, direct contact, additional selling, B2B sales, communication, active listening, problem solving, goal focus.



## PROFILE

A motivated and purposeful individual seeking a sales position that allows them to apply their communication and learning skills quickly, contribute to increased customer acquisition, and achieve better sales results.

## WORK EXPERIENCE

Yogurtini

Sep 2019 - Dec 2019

**Sales Manager/Supervisor Duties and Responsibilities:**  
Oversee daily operations. Develop a strategy and set growth targets. Maintain budgets and optimize expenses. Establish policies and procedures. Oversee the recruitment and training of new employees. Evaluate and improve operational and financial performance. Present, promote, and sell products/services using compelling arguments to current and potential customers. Conduct cost-benefit analyses and customer needs assessments to meet the requirements of current and potential customers. Build, develop, and maintain positive relationships with customers.