

ABDELHAK SEMMAR

SALES & MARKETING SPECIALIST



CONTACT

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SKILLS

- Persuasion and negotiation skills with customers
- Build and maintain strong customer relationships
- Achieving sales goals and increasing profits
- Present products and services professionally
- Follow up with customers and close deals
- Study and analysis of the market and competitors
- Develop marketing strategies and plans
- Advertising Campaign Management (Social Media, Paid Ads, Digital Marketing)
- Knowledge of the basics of e-marketing and social media
- The ability to target the right customers
- Marketing and advertising content writing

LANGUAGES

- English (Fluent)
- French (intermediate)
- Arabic (native)

PROFILE

PROFESSIONAL SALES REPRESENTATIVE WITH STRONG EXPERIENCE IN DEVELOPING BUSINESS RELATIONSHIPS AND ACHIEVING MONTHLY AND ANNUAL SALES TARGETS. SEEKING TO JOIN A LEADING COMPANY WHERE I CAN CONTRIBUTE TO INCREASING REVENUE, BUILDING LONG-TERM PARTNERSHIPS WITH CUSTOMERS, AND IMPROVING BRAND PRESENCE IN THE MARKET.

WORK EXPERIENCE

Sales Representative - Coca-Cola Company (B2B)

Algeria, sidi amar / skikda N'28

JANUARY, 2023-2025

- Managing orders and coordinating deliveries
- Achieving daily and monthly sales targets
- Promoting Coca-Cola products
- Visiting clients and retail outlets
- Building strong relationships with customers

Showroom Sales Manager - Chery Motor Company

Wad Al-Samar - Al-Humaiz Algeria

september, 2021-2023

- Processing of daily ingredients such as vegetables, meat, and sauces
- Compliance with hygiene and food safety standards
- Arranging and organizing the workplace before, during and after the lip

Salesman - Electronics Showroom/Condor Company (B2C)

Ain Al-defla, Khemis miliana - N,04

2019-February, 2021

- I contributed to the sale of more than 3 types of new household appliances in one exhibition
- It contributed to building a strong relationship with customers by approaching them and presenting the most important features of new devices.

EDUCATION

- Bachelor of Marketing and Business Administration 2021
- Refrigeration and Air Conditioning Technician 2017