



# AYOUB FENDOUCHI

## PR & SALES EXECUTIVE

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📞 51839710

📍 Doha

Sales and public relations executive With experience in achieving sales targets, building strong client relationships, and enhancing business performance through results-driven strategies. Skilled in communication, negotiation, lead generation, preparing commercial proposals, and closing deals, with the ability to manage the full sales cycle and effectively use sales systems and CRM tools Demonstrates strong teamwork, time management, and adaptability in fast-paced work environments, with a clear focus on customer satisfaction and business growth.

### EXPERIENCES

#### • CURRENT POSITION

##### **B Roll Studios**

[Digital marketing & Social Media management]

Doha

#### PR & SALES EXECUTIVE

- Developed and executed PR and sales strategies to boost brand awareness and business growth.
- Acquired 3+ new clients per month, including high-profile companies and brands.
- Managed long-term client relationships and delivered customized solutions.
- Conducted lead generation, sales presentations, and contract negotiations to achieve sales targets.
- Provided after-sales support to enhance customer satisfaction, retention, and repeat business.

#### • 2024 - 2025

##### **FecomIT**

[CCTV & Networking company] (part time)

Medea

#### INDOOR SALES EXECUTIVE

- Assisted in achieving monthly sales targets by supporting the sales team throughout the sales cycle.
- Provided basic technical support to clients on company products (networking equipment, CCTV, IT solutions).
- Contributed to the preparation of commercial offers, order tracking, and on-time product delivery.
- Participated in promotional events and technology exhibitions to increase brand awareness
- Delivered high-quality customer service, enhancing client satisfaction and loyalty.
- Includes dealing with B2B and B2C customers, building long-term relationships and achieving sales targets.

#### • 2020 - 2024

##### **Premium store**

[Luxury fashion store] (part time)

Medea

#### SALES ASSOCIATE

- Delivered exceptional customer service resulting in increased customer satisfaction and higher sales rates.
- Consistently met and analyzed daily and monthly sales targets to ensure store performance.
- Negotiated with customers and closed deals professionally to boost sales volume.
- Operated POS systems and managed payment processes accurately and efficiently.
- Organized and displayed products attractively to capture customer attention and encourage purchases.
- Collaborated with team members to achieve sales goals and enhance in-store customer experience.

### EDUCATION

#### • 2020 - 2025

##### **Yahia fares university**

Medea

#### BACHELOR'S DEGREE

- Bachelor's Degree in Electrical Engineering (Electrotechnics)

#### • 2017 - 2020

##### **Bougassmi high school**

Medea

#### HIGH SCHOOL CERTIFICATE

- High school diploma
- Experimental sciences

### TRAINING AND COURSES

#### • 2025

##### **Soneelgaz**

Medea

- Finance-Related Training at Soneelgaz
- Internship certificate

### LANGUAGES

English

Arabic

French

### SKILLS

- Adaptability & Flexibility
- Cross-Functional Teamwork
- Using POS and CRM systems
- Software
- Closing deals
- strategic planning
- Rapid learning
- Time management & organization
- Customer Service
- Decision making
- Social media management
- content creator

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