

# TELLI CHOUKRI

## Sales manager

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## EXPERIENCE

### Sales Manager in Health Tourism

#### Europa Clinics

2021-2025 Turkey

- Responsible for communicating with leads registered on our website
- Conducting outbound phone prospecting  
Converting leads into qualified clients
- Coordinating their travel from Europe and America to Turkey  
Managed the entire patient journey, including airport pickup, hotel and hospital arrangements
- Full follow-up of the treatment process until departure
- Successfully coordinated the care of over 6,000 patients
- Brought more than 6,000 costumes from all worlds for dental and aesthetic surgery at many hospitals in Istanbul

### Sales Supervisor

#### Mediamarket electronics materials

2015-2017 Germany

- Managed face-to-face sales and consumer financing for electrical products
- Ensured effective inventory tracking and stock control
- I supervise a sales team of 7 people and am responsible for sales, increasing sales figures, and achieving the targets for the entire team I lead.

### Sales Executive

#### Douglas parfums

2010-2014 Germany

- Outbound and inbound call handling
- Lead qualification and conversion into customers
- Customer relationship management (CRM)
- Preparation of quotations and invoices
- Promotion of offers to increase sales

### Sales agent

#### Volkswagen

2001-2007 Constantine

- Responsible for vehicle and automotive product sales
  - Customer presentations
  - Order and sales credit processing
  - Scheduling maintenance appointments
  - Managing spare parts and vehicle-related services

### Team Leader

#### Turkiana real estate

2018-2021 Turkey

Turkey Experienced real estate consultant specialized in property rental, sales, and investment advisory for international clients. Expert in assisting foreign investors with legal procedures for Turkish residency and citizenship through real estate investment. Skilled in digital tools, client management systems, and property marketing solutions to ensure smooth, secure, and efficient transactions

## EDUCATION

### Higher National Diploma in Computer Professions

#### School

2003 Constantine, Algeria

### Professional Baccalaureate - School

#### School

2000 Constantine, Algeria

## SUMMARY

### SALES MANAGER

I am a punctual and professional expert sales manager. I have a Master of Business Administration, a higher level of command of the team to achieve higher objectives, strong command of technological tools and software, including CRM systems such as Salesforce and HubSpot, as well as project management and data analysis tools like Microsoft Excel. Advanced knowledge of Excel features, including pivot tables, reporting, and data analysis, throughout my career. I have consistently achieved and exceeded sales targets, demonstrating strong negotiation and closing skills. My background is also heavily focused on staff management, operations, customer service, administrative coordination, and long-term client relationship management. I have contributed significantly to sales growth across multiple sectors.

## CERTIFICATIONS

Master of Business Administration  
University Paris of Creteil (UFEC)

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## LANGUAGES

Arabic  
Advanced ●●●

English  
Advanced ●●●

French  
Advanced ●●●

German  
Advanced ●●●

Turkish  
Advanced ●●●