

Hocine Mostefaoui

Sales Representative | Customer Acquisition | B2C Sales | GCC Market

Results-driven Sales Representative with hands-on experience in retail and high-value sales environments, including GCC markets. Proven ability to generate leads, convert prospects into paying customers, and consistently meet or exceed sales targets. Strong background in consultative selling, customer relationship management, and objection handling. Adept at adapting sales strategies across industries such as retail, real estate, consumer goods, and services. Known for delivering high-quality customer experiences while driving revenue growth in competitive markets.



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📞 5189 9270

📍 Doha, Qatar

WORK EXPERIENCE

Sales Representative

Darwish holding – Doha, Qatar 2025 - feb 2026

Achievements/Tasks

- Engaged with **30–40 walk-in customers daily**, identifying needs and recommending suitable products to maximize conversion rates.
- Increased individual sales performance by **15–20%** through effective upselling and cross-selling strategies.
- Consistently achieved **monthly sales targets**, contributing to overall store revenue and team performance.
- Built strong customer relationships, resulting in repeat purchases and positive customer feedback.

Sales Associate

Theperfumefactory – Doha, Qatar 2024 – 2025

Achievements/Tasks

- Delivered end-to-end sales support, guiding customers from initial engagement to final purchase.
- Closed an average of **60+ transactions per month**, contributing directly to commission-based sales goals.
- Resolved over **80% of customer inquiries and complaints on first interaction**, improving satisfaction and retention.
- Maintained accurate customer records and supported daily sales tracking using internal systems.

Sales Representative (Property & High-Value Sales Exposure)

Just Real Estate Qatar – Doha, Qatar 2022 - 2024

Achievements/Tasks

- Handled rental and sales inquiries for residential and commercial properties across Doha.
- Generated **qualified leads through cold calling and field prospecting**, increasing property viewing appointments.
- Conducted property viewings and supported clients through decision-making and negotiation stages.
- Maintained professional relationships with landlords and clients, including local and international customers.

EDUCATION

Master's Degree in Ecology

University of Larbi Tebessi — Algeria

SKILLS

Sales & Customer Acquisition

B2C Sales & Consultative Selling

Lead Generation & Qualification

Objection Handling & Closing

Customer Relationship Management (CRM)

Cold Calling & Prospecting

Sales Target Achievement

POS Systems & Cash Handling

Communication & Negotiation

GCC Retail & Showroom Compliance

LANGUAGES

English

Full Professional Proficiency

Arabic

Native or Bilingual Proficiency

french

Full Professional Proficiency