

Lasaad Rayes

Sales Representative

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EXPERIENCE

Sales Executive

Magyar Immigration Attorney (Secondment work permit)

- 10/2025 - Present
- Offered exceptional customer service and service knowledge to drive sales and promote company loyalty
- Spotted and targeted potential customers through various leading generation techniques
- Developed sales plans and forecasts to meet and exceed sales targets
- Developed and maintained relationships with new and existing clients to drive sales growth
- Identified opportunities to upsell services for customers when appropriate
- Supplied regular follow-up and updates on new services and promotions

Sales associate

Beverly Hills Polo Club

- 07/2022 - 09/2025 | Mall of Qatar
- Provided exceptional customer service by helping customers find the right products and addressing inquiries, complaints, and returns professionally to enhance satisfaction.
- Recognized sales opportunities, handled customer accounts, and ensured CRM information accuracy to resolve sales-related issues.
- Conducted product presentations, demonstrated value, and negotiated pricing to close sales successfully.
- Researched market trends, analyzed performance through regular sales reports, and adjusted strategies to improve outcomes.
- Cultivated strong customer relationships to encourage repeat business and referrals, and identified opportunities for upselling or cross-selling.
- Participated in organizing and carrying out in-store promotions and events to boost sales and visibility.
- Collaborated with team members to maintain an appealing store appearance and achieve store targets.

EDUCATION

Law

University of Legal, Political and Social Sciences of Tunis

09/2021 - 06/2022 | Tunis, Tunisia

Baccalaureate Degree (The First In High School)

Farhat Hached High School

09/2016 - 06/2021 | Bizerte, Tunisia

SUMMARY

A motivated individual aspiring for a position in a reputable and dynamic firm where I would be able in achieving firm goals and vision. I am focused on the ability to complete given tasks accurately in a fast-paced environment with given deadlines, the aim remains to seek more professional opportunities, gain professional experience and career advancement required in the future to serve the customers and human nature most ethically and have a strong mentality towards the tasks provided under a demanding work schedule.

KEY ACHIEVEMENTS



Client Base Growth

Increased client base by 30% in one year through targeted marketing strategies.



Customer Satisfaction Success

Achieved 95% customer satisfaction by implementing personalized follow-up strategies.



Sales Target Exceedance

Exceeded sales targets by 40% consistently for two consecutive years.



Project Cost Savings

Managed a project that led to 20% cost savings annually.



Your Achievement

Describe what you did and the impact it had.

LANGUAGES

Arabic

Native



English

Proficient



French

Advanced



SKILLS

Team player

Willingness to help

Adaptability

Building customer loyalty

Interpersonal skills

Perfect customer service

Communication skills

Positive attitude

Product knowledge

Customer engagement

Customer relationship