



ISMAIL MOHAMMAD ATBI

Sales Advisor – Automotive



Doha, Qatar



+97450956338



ismail.atbi4545@gmail.com

Experienced Sales & Customer Service professional with strong background in automotive sales, customer relationship management, and achieving high-value monthly targets. Proven ability to consult clients, upsell products, and consistently exceed sales goals. Seeking to leverage expertise sales in Qatar.

WORK EXPERIENCE

Sales & Customer Service Advisor – Wellness Center -Body Box (FULL TIME)

Izghawa, Gharaffa, Qatar.

February 2025 – Present

- Sold customized treatment packages to walk-in and returning clients.
- Identified customer needs and recommended suitable solutions.
- Consistently achieved monthly sales targets through upselling and cross-selling, with monthly revenue reaching QAR 50,000.
- Maintained strong customer relationships and high satisfaction levels.
- Developed persuasive sales techniques applicable to diverse customer profiles.

Sales Advisor, Commercial Consultant, FIAT OPEL (FULL TIME)

Mecheria, Naama, Algeria.

September 2022 – December 2024

- Achieved sales targets through effective communication, product knowledge, and customer.
- Managed test drives, negotiations, and final sales procedures.
- Maintained strong client relationships to boost customer loyalty and referrals.
- Supported team efforts to achieve daily and monthly sales targets.
- Worked closely with the marketing and service departments to ensure customer satisfaction,

Independent Used Car and Motors Trader (Self-Employed)

Mecheria, Naama, Algeria.

November 2020 – December 2024

- Bought and sold used vehicles independently.
- Evaluated vehicles mechanically and visually to determine market value.
- Negotiated prices with buyers and sellers to close deals successfully.
- Managed the full sales cycle from sourcing vehicles to final sale.
- Advertised vehicles through online platforms and direct marketing.
- Handled ownership transfer and sales documentation.

EDUCATION

Master's Degree - Adapted Physical Activity And Health University Abdelhamid Ibn Badis

September 2016- July 2021

Mostaganem, Algeria.

High School Diploma (Baccalaureate certificate) Management and Economics High School The Brothers Hamidat

Mecheria, Algeria.

July 2016

SKILLS

- Automotive Sales & Showroom Sales.
- Target Achievement & KPI Management.
- Customer Service & Client Handling.
- Product Presentation & Demonstration.
- Communication Skills (Arabic & English).
- Consultative Selling.
- Upselling & Cross-Selling.
- Relationship Management.
- Customer Needs Analysis.
- Professional Attitude.

LANGUAGES

Arab: Mother tongue.

English: Intermediate (B1).

French: Intermediate (B1).

Deutsch: Basic knowledge (A2)