



BEKIRI MOHAMED

Sales associate



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Doha , QATAR



QID Valid

EDUCATION

bachelors degree

Ibn Khaldoun- Tialet
2021

Sales Diploma

Batna/ Algeria
2022

SKILLS

- Automotive & Used Car Sales
- Auto Parts & Car Accessories Sales
- Customer Service & Support
- Negotiation & Closing Deals
- Inventory & Stock Management
- POS & ERP Systems
- Quotation & Invoice Preparation
- Vehicle Model & VIN Identification
- Workshop Coordination
- Teamwork & Communication
- Upselling & Cross-selling
- After-Sales Service & Support
- Problem Solving & Attention to Detail

LANGUAGE

- Arabic
- English
- French

PROFILE

Car Sales and Auto Parts Sales Associate with 2 years and 5 months of experience in Automotive Sales. Experienced in Vehicle Sales, Auto Spare Parts Sales, Customer Service, Upselling, and Cross-selling. Strong ability to explain technical specifications, achieve sales targets, manage inventory, and use POS systems. Customer-focused with excellent communication and teamwork skills.

WORK EXPERIENCE

Sales Associate

04/2025-10/2025

Automall /Doha, Qatar

- Sold used cars and achieved monthly sales targets.
- Advised customers on vehicle condition, pricing, and test drives.
- Handled negotiations, sales documentation, and after-sales support.

Sales Associate

02/2024-02/2025

SOVAC /Algeria ,alger

- Achieved sales targets through selling new & used cars, auto parts, and car accessories.
- Advised customers on vehicle selection, spare parts, and accessories based on needs and budget.
- Managed quotations, invoicing, and POS transactions accurately.
- Maintained inventory control and ensured product availability.
- Delivered excellent customer service and built long-term client relationships.

Sales associate

01/2023-02/2024

FIAT / Algeria ,Oran

- Successfully sold genuine FIAT spare parts and car accessories, consistently achieving and exceeding monthly sales targets.
- Advised customers and workshop teams on the correct selection of parts and accessories based on vehicle model, specifications, and VIN, ensuring optimal performance and safety.
- Prepared quotations, invoices, and processed transactions efficiently using POS and ERP systems.
- Managed inventory, monitored stock levels, and ensured timely availability of high-demand parts, reducing shortages and backorders.
- Coordinated with maintenance and service teams to ensure proper parts compatibility and smooth workflow.
- Provided professional after-sales support, resolving customer inquiries and complaints to maintain satisfaction and loyalty.
- Built strong relationships with clients, resulting in repeat business and positive word-of-mouth referrals.