



MOHAMED RAOUF CHEROUK

Sales Executive

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SUMMARY

Results-driven sales executive with a strong background in communication and media, skilled at building lasting client relationships and delivering tailored solutions to meet customer needs. Experienced in dynamic, fast-paced environments with the ability to adapt strategies to diverse markets and audiences, particularly in the Doha region.

PROFESSIONAL EXPERIENCE

Sales Executive

Mar 2024 – Jan 2026
Location: Qatar, Doha

VODAFONE

- Achieved and exceeded monthly sales targets for mobile devices, SIM cards, and telecom service plans.
- Promoted prepaid and postpaid packages, internet services, and value-added products.
- Provided expert advice to customers on smartphones, accessories, and data plans based on their needs.
- Built and maintained strong customer relationships to increase retention and repeat business.
- Handled customer inquiries, billing issues, and service activations professionally.
- Worked collaboratively with team members to improve store performance and customer satisfaction.

Sales Executive.

Jun 2023 – Jan 2024
Location: UAE, Dubai

KIABI

- Welcomed customers and helped them discover new products and promotions.
- Suggested complementary items to increase sales and customer satisfaction.
- Operated the cash register, processed transactions, and managed exchanges accurately.
- Ensured the store was organized, fully stocked, and visually attractive.
- Communicated effectively in Arabic and French, creating comfortable and positive customer interactions.
- Reported low inventory levels and contributed to efficient stock management

Cherouk Lotfi Islam Wholesale. Role: Sales Supervisor.

Jan 2019 – Nov 2022
Location: Algiers

- Supervised daily retail operations and managed team performance.
- Planned and implemented sales and marketing strategies to boost growth.
- Monitored data and sales results to improve efficiency and team productivity.
- Handled customer relations, resolving issues to maintain long-term satisfaction.

EDUCATION

- **Master's Degree** in Communication and Public Relations
Faculty of Information and Communication Sciences, Algiers, Algeria (2022–2023)
- **License Degree** in Media and Communication Sciences
Faculty of Information and Communication Sciences, Algiers, Algeria (Graduated 2022)
- **Baccalaureate** in Foreign Languages
High School Tarik Ibn Ziyad, Algiers (Graduated 2019)

SKILLS

- Exceptional Customer Service & Relationship Building
- Retail Sales & Product Knowledge
- Visual Merchandising & Brand Presentation
- Teamwork & Collaboration
- Fast, Clear, and Friendly Communication
- Problem Solving & Adaptability
- Stock Management & Attention to Detail

LANGUAGES

- Arabic: Native
- English: Good
- French: Intermediate