

# Oubaid Tlili

## Sales supervisor

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Nationality : Tunisian

Qatar Driving License



[I am looking for a challenging career within your esteemed organization, where I can express my hard working, ambitious, energetic and team work abilities. My objective is to find challenges in various aspects of my work and learn from them, I am looking forward to join a company that offers me a stable and positive atmosphere and inspires me to enhance and therefore to innovate the work culture for the better meant of all parties concerned, to obtain a challenging position with a market leader that utilizes my experience in IT organization and do my best in whatever I undertake by setting high standards and working intelligently towards the same..]

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### Skills.

- Inventory Control
- Operations Management
- Team Building
- Staff Management
- Search Engine Optimization
- Contract Management
- Process Improvement
- Financial Management
- Complex Problem-Solving
- Waste Reduction
- Fifo & Lifo
- Staff Discipline
- Microsoft office
- Outlook
- Power Bi

### Strength

- Customer service and support of their request.
- Seller financial products of its establishment.
- Negotiate terms and guarantees for loans.
- Processing of credit files.
- Field recovery.
- Prospect new customers.
- Seizure and validation of cash transactions.
- Transfer money, open accounts, create bank cards.
- Strong capacity.
- Team spirit.
- Sense of responsibility.
- Versatile.
- Dynamic.

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### Work Experience

06/07/2025– TILL NOW 2025

#### Sales Executive / AKI Investment

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- Develop and maintain relationships with VIP clients, interior designers, developers, and fitness professionals.
  - Provide personalized product demonstrations and consultations based on client requirements and space.

- Achieve sales targets through effective client follow-up, upselling, and cross-selling of complementary products.
- Collaborate with the design and installation teams to ensure seamless delivery and setup.
- Maintain detailed product knowledge of all gym equipment, including features, specifications, and benefits.
- Prepare quotations, proposals, and after-sales follow-ups to ensure customer satisfaction. Represent the brand at trade shows, exhibitions, and marketing events. Keep updated with fitness trends, luxury wellness innovations, and competitor products
- Proven experience in luxury or high-value sales (preferably fitness equipment, interiors, or lifestyle products).
- Strong communication and presentation skills.
- Customer-focused approach with attention to detail and service excellence.
- Ability to build long-term relationships with elite clients and industry professionals.
- Knowledge of fitness equipment, workout programs, and gym design layout is an advantage.

[01/01/2021– TILL 07/06/2025]

## **[Supervisor] / [SPAR REATIL INTERNATIONAL Qatar]**

- **Team Management:** As a deli supervisor, you would typically be responsible for managing a team of deli associates. This involves tasks such as hiring, training, scheduling, and performance management.
- **Customer Service:** Providing excellent customer service is paramount in retail. You would ensure that your team is knowledgeable about the products offered in the deli, assist customers with their inquiries, and handle any customer concerns or complaints effectively.
- **Inventory Management:** Monitoring and maintaining inventory levels is crucial to ensure that the deli has enough stock to meet customer demand without excess waste. This involves tracking sales trends, ordering inventory as needed, and minimizing shrinkage.
- **Food Safety and Sanitation:** Ensuring compliance with food safety regulations and maintaining a clean and hygienic environment is essential in a deli setting. You would oversee proper food handling procedures, sanitation practices, and regular equipment maintenance.
- **Product Presentation:** The presentation of products plays a significant role in enticing customers and driving sales. You would oversee the arrangement and display of deli items, ensuring that they are attractively presented and properly labeled.
- **Sales and Promotions:** Collaborating with the store management team to implement sales strategies and promotional activities to drive deli sales. This may include offering samples, creating special promotions, or coordinating with marketing efforts.
- **Cost Control:** Monitoring expenses and implementing cost-saving measures is important for maximizing profitability. This may involve optimizing product pricing, minimizing waste, and identifying opportunities to improve efficiency.
- **Compliance and Regulations:** Staying up-to-date with relevant industry regulations, such as food safety standards, labor laws, and health codes, and ensuring that the deli department operates in compliance with these regulations.
- **Communication and Collaboration:** Maintaining open communication with other departments within the store, such as the bakery, meat department, and management team, to coordinate activities, share information, and address any issues that arise.
- **Continuous Improvement:** Seeking opportunities for process improvements, customer service enhancements, and employee development to continually elevate the performance of the deli department.

[01/05/2019–01/01/2021]

## **[Sales] / Vodafone Qatar**

- Assisted customers and clients by keeping good relations with them and helping them in their transaction
- Selling mobile phone, sim card, recharge card, Wi-Fi data, tablet and other accessories win the customers trust
- Make sure the store is clean, tidy and safe all items
- Make the contract with customers and save it in the data base.
- Preparing weekly reports (sales, attendance schedules, customers feedback

[01/08/2018–01/01/2019]

## **[Sales – Customer service] Pull & Bear-Company**

- Customer Service, Meeting Sales Goals, Closing Skills, Territory Management, Prospecting Skills, Negotiation, Self-Confidence, Product Knowledge, Presentation Skills, Client Relationships, Motivation for Sales.
- Welcome and greet every customer in a warm and friendly manner & always demonstrate excellent customer service.
- Provide a complete presentation for showroom items for the customer.
- Appropriate products; recommend link products at every sale opportunity; close the sale
- Work on increasing showroom sales
- Pricing for newly displayed items.
- Arrange delivery schedule and confirming address and delivery date with customer.
- Handle customer complaints professionally and efficiently, in line with the company after sales policy

## [Languages]

- Arabic. Reading and writing.
- English. Reading and writing.
- French. Reading and writing.

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## Education

### High school / Tunisia

- Bachelor of letter 2017to 2019 Tunisia.
- Computer science 2015 to 2016 (National Computer Center)
- British Council study (Tunisia).

### Personal Attributes

- **Volunteering:** Demonstrates your commitment to giving back to the community and can showcase skills such as leadership, teamwork, and organization.
- **Sports or Fitness Activities:** Shows that you are health-conscious, disciplined, and enjoy working in a team or individually. It can also indicate qualities like determination and goal-setting.
- **Creative Pursuits:** Hobbies such as painting, photography, writing, or music can highlight your creativity, attention to detail, and ability to think outside the box.
- **Languages:** Learning languages or participating in language exchange programs can showcase your cultural awareness, communication skills, and adaptability.
- **Travel:** Indicates curiosity, adaptability, and an appreciation for different cultures. It can also demonstrate independence, problem-solving skills, and a willingness to step out of your comfort zone.
- **Technology:** Involvement in tech-related hobbies like coding, web development, or tinkering with electronics can highlight your technical skills, problem-solving abilities, and interest in innovation.
- **Reading:** Indicates a curiosity for learning and self-improvement. Mentioning specific genres or topics you enjoy can also provide insight into your interests and values.
- **Outdoor Activities:** Hiking, camping, or gardening can demonstrate a love for nature, resilience, and a willingness to embrace challenges.