



Mohamed Said Zeroual

Sales Executive | Administrative Professional
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KEYSKILLS

- Sales Strategy & Business Development
- Customer Relationship Management(CRM)
- B2B & B2C & C2C & G2G & D2D Sales & Negotiation
- Key Account Management
- Revenue Growth &Market Expansion
- Team Training &Leadership

LANGUAGES

- Arabic—Native
- English—Fluent
- French—Advanced

SOFTWARE

- MSWord
- MS Excel
- MS PowerPoint

INTERESTS

- Watch making
- Handball
- Travel
- Reading

REFERENCES

Available upon request

PROFILE

Sales Executive with 7+ years of experience across UAE and Algeria in sales, trade marketing, and customer relationship management. Consistent history of exceeding targets, expanding client portfolios, and leading high-performing teams. Skilled in business development, market analysis, project management, and conflict resolution. Multilingual (Arabic, English, French) and adaptable to multi cultural environments.

WORKEXPERIENCE

Sales Agent— Infinity Home Properties LLC

AbuDhabi,UAE|2025

- Listing properties, managing advertising, organizing open houses, and distributing promotional materials to attract buyers.
- Representing buyers or sellers, assessing their needs, and advising on market conditions, property values.
- Preparing necessary legal documents, such as sales agreements and purchase contracts.
- Presenting offers to sellers, mediating negotiations, and ensuring all contract terms are met, including coordinating with inspectors, lawyers, and lenders.

Sales Executive—Better Life LLC

AbuDhabi,UAE|2023–2025

- Consistently exceeded monthly and yearly sales targets, achieving up to 25% over quota.
- Expanded sales territory and increased revenue by 15% within one year.
- Trained and supervised a team of sales representatives, boosting team performance.
- Delivered exceptional customer service, ensuring long-term client relationships.

Sales Supervisor—La Belle COGB(Food Company)

Algeria|2020–2022

- Prospected and secured new clients, expanding sales territory by 20%.
- Trained, guided, and supervised a team of sales representatives to achieve KPIs.
- Monitored stock levels and ensured product availability across all points of sale.
- Produced detailed sales reports to support strategic decision-making.

Sales Representative—La Belle COGB(Food Company)

Algeria|2019–2020

- Managed direct sales to customers, consistently achieving sales targets.
- Handled cash collections and maintained accurate transaction records.
- Reported customer feedback to improve service and product offerings.
- Supported promotional campaigns and in-store displays to boost visibility.

Commercial Assistant—SARL Hayat - DHC

Algeria|2018–2019

- Coordinated client orders and ensured timely delivery.
- Prepared quotations and followed up on payments with accounting.
- Managed inventory updates and supported monthly stock audits.
- Handled supplier communication and tracked incoming shipments.

Administrative Assistant—National Military Service

Algeria|2017–2018

- Managed social affairs documentation and supported regional social programs.
- Handled internal and external correspondence and distributed materials to relevant departments.

EDUCATION

Bachelor's Degree in Private Law

University Mohamed Khider, Biskra, Algeria|2017

High School Diploma(Economics &Management)

Larbi Ben M'ehidi Secondary School, Biskra, Algeria|2012