



LARBI ABBANE

Passionate and driven individual with a keen interest in sales seeking to embark on a fulfilling career in the sales sector.

Eager to leverage strong communication skills, persuasive abilities, and a customer-centric approach to contribute to the success of a dynamic sales team.

Contact

Phone

0526625369

Email

Larbiabbane@gmail.com

Address

Al Waleed tower, Albarsha, Dubai, UAE

Nationality

ALGERIA

Education

2020 - 2021

PCBM Diploma in Business Management

NEST Academy of Management Education
Dubai, UAE

2018 - 2020

Master degree in Mechanical Engineering

Abderrahmane Mira University, Bejaia, Algeria

Language

English [Fluent]

French [Fluent]

Arabic [Native speaker]

Experience

November 2022 - December 2023 (Freelance -1 year contract)

Saccor Brother's I Marina Mall, Dubai, UAE

Sales Associate

- Conceptualized and enforced a customer loyalty program that prompted both existing and new customers to purchase twice as much merchandise.
- Performed strategic upselling and cross-selling.
- Cash up bills and ensure that the correct amount has been paid.
- Performed strategic upselling and cross-selling.
- Work collaboratively with the team sales associates to devise strategic sales solutions to achieve and exceed the department's monthly, quarterly, and yearly sales goals.

September 2021 - september 2022 (Freelance - 1 year contract)

French Frangrance Parfumes I Dubai, UAE

Sales Associate

- Conceptualized and enforced a customer loyalty program that prompted both existing and new customers to purchase twice as much merchandise,
- Performed strategic upselling and cross-selling.
- Cash up bills and ensure that the correct amount has been paid.
- Monitor customer feedback and suggest new products.
- Assist in organizing in-store events.

September 2017 - August 2021 (Full time)

Giordano Store I Bejaia, Algeria

Sales Associate - Senior Sales Associate

- Providing the guests a complete assistance by offering consistently a professional, personalized, and engaging service.
- Work collaboratively with a team of 8 other sales associates to devise strategic sales solutions to achieve and exceed the department's monthly, quarterly, and yearly sales goals.
- Proactively interact with customers to recommend products that best suit their tastes, interests, and needs.
- Performed strategic upselling and cross-selling.
- Communicating KPI results to Head Office and Area manager in absence of the Store Manager.

Skills

- Adaptability
- Tenacity
- Positive attitude
- Patience
- Communication
- Stress management
- Team work
- Problem solving
- Active listening