



# YAMINA HABHAB

Sales Executive

## About Me

I am talented and enthusiastic to get more success with more than four years experience in retail, I am currently seeking a high position to take my career to the next level with a great company



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Uae.Dubai

## LANGUAGE

- Arabic ( Fluent)
- English (Fluent)
- French (Fluent)

## SKILLS

- Problem solving
- Verbal communication
- Self-motivated
- Negotiation
- Entrepreneurial spirit
- Team working
- client acquisition

## EXPERIENCE

### ADIDAS-ALGERIA

Sales Executive 01/2020 - 11/2023

- Provide exceptional customer service by greeting and assisting customers in finding products that meet their needs and preferences.
- Maintain a deep understanding of the store's merchandise, including fashion trends, brands, and product features, to effectively guide customers and drive sales.
- Ensure the retail space is visually appealing by arranging displays, organizing merchandise, and maintaining cleanliness to enhance the overall shopping experience.
- Process transactions accurately using the POS (Point of Sale) system, handling cash, credit cards, and other forms of payment in compliance with store policies. Uphold store policies and procedures, including exchanges, returns, and discounts, while ensuring a positive resolution for customers.
- Stay updated on promotions, upcoming events, and sales targets, effectively communicating these to customers to drive sales and meet store goals.
- Collaborate with team members to achieve sales targets, contributing to a positive and cohesive work environment.

### NIKE-ALGERIA

Sales Executive 03/2018 - 12/2019

- Greets and receives customers in a welcoming manner.
- Directs customers by escorting them to racks and counters.
- Responds to customers' questions.
- Processes payments by totaling purchases, processing checks, cash, and store or other credit and debit cards.
- Documents sales by creating or updating customer profile records.
- Assists with inventory, including receiving and stocking merchandise.
- Alerts management of potential security issues.
- Drives sales through engagement of customers, suggestive selling, and sharing product knowledge.

## Training & courses

- |                                |                         |
|--------------------------------|-------------------------|
| • Exceptional customer service | 18/05/2018- 29/05/2018  |
| • Client journey training      | 25/03/2020 - 11/04/2023 |
| • Product knowledge            | 10/06/2022 - 25/06/2022 |

## EDUCATION

Mouloud Mammeri university-Tizi Ouzou -Algeria

Bachelor of Human Resources Management  
2016-2019