

# MEHADJI ABDESSAMED BENSAID

JOB TITLE: SALES ASSOCIATE



## CONTACT

- abdessamedbensaid24@gmail.com
- +971523 773 074.
- Abu Dhabi, United Arab Emirates.

## OBJECTIVE

I Am an approachable, Motivated & Confident Sales Associate with the Ability to Excel in Sales targets and make a real difference in the organisation's revenue generation. I Have expert knowledge of the Selling Process, I fully Recognise the human & Emotional aspects of Buying and selling. I possess strong social skills that enable me to be a strong relationship builder With.

## EXPERIENCE

Sep 2022 – Current

- **Riviera Sidi Bel Abbes, Sidi Bel Abbes - Algeria.**

### **Sales Executive.**

#### **Duties:**

- Ensuring all VM Guidelines are Followed and all Stock Norms on clearance are maintained.
- Staying Up-to-date on all the Product Range in the Store, with in-depth knowledge of all the products in the assigned product range.
- Supporting the Team in After-sales Service with the Same Spirit as in the Sale, Following company standards in Maintaining customer satisfaction.
- Providing Exceptional Customer Service by Performing up-Selling, cross-Selling, suggesting alternatives & Following up on customers' Requests.
- Understanding KPI's Value in order to close the sale in a Positive way & Recording the Inventory Inward/Outward & Maintaining the Report of the Same Process.

Sep 2021 - Aug 2022

- **Magic Parfumerie, Sidi Bel Abbes - Algeria.**

### **Fragrance Sales Associate.**

#### **Duties:**

- Contributing to a 15% increase in sales by effectively showcasing promotions and new arrivals to customers.
- Boosting store sales by 35% through adeptly recommending fragrances based on customers' preferences & needs.
- Attaining a 90% satisfaction rating on customer feedback surveys.
- Coordinating in-store events promoting new product launches which generated a 50% increase in store foot traffic.
- Spraying perfumes to assist clients Deciding which perfume have to Purchase.

Sep 2020 - Aug 2021

- **Dino Décoration, Sidi Bel Abbes - Algeria.**

### **Furniture Sales.**

#### **Duties:**

- Organizing and Executing a floor model rotation plan that improved sales of overstock items by 50%, efficiently moving inventory and maximizing space.
- Supporting, Maintaining store Sales and Service goals. Met 85% to 90% of my daily sales goals.
- Promoting internal Design services to our Customers to elevate their Shopping experience and increase sales margins.
- Collaborating with the marketing department to redesign the store layout which enhanced the customer journey and increased sales conversions.

## EDUCATION

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July 2022

- **High School Of Si El Haouès, Sidi Bel Abbès - Algeria.**
  - Baccalaureate Degree of " Mechanical Engineering ".

## SKILLS

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- Excellent Communication & Presentation Skills.
- Good Negotiation & Problem-Solving Skills.
- Computer skills Word, Excel, PowerPoint & Outlook ...etc.
- Demonstrate ability to deal with different personalities.
- Strong Verbal & Written Communicator.
- Ability to Multi-task, Prioritize & Manage time Effectively.
- High Client Relationship.
- Professionalism.
- Adhere to SOP & Loss Prevention Policies.

## LANGUAGE

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- Arabic (Mother Tongue).
- English (Excellent).
- French (Excellent).

## INTERESTS

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- Sport.
- Reading.
- Traveling.
- Cooking.

## PERSONAL DETAILS

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- Date of Birth: 06/04/2004.
- Marital Status: Single.
- Nationality: Algerian.