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**SEEKING A POSITION FOR SALE MACHANDISER**

**OBJECTIVE STATEMENT:**

Seeking the position of a Sales machandise in your organization, that will provide me with the opportunity to offer exceptional results across sales fields. I am extremely focused on elevating company standards, client expectations, maximize sales and increase profits.

**CAREER OBJECTIVE:**

With over three years of experience in the sales field, I am well versed in all aspects of B2B, retail and store management. In addition, I am well versed in stock buying and deliveries along with actual sales. I have excellent interpersonal skills and am very good in customer service and very creative when it comes to in store displays and merchandise placement in the shop.

**HIGHLIGHTS OF QUALIFICATIONS:**

* Over three years of extensive experience in B2B, retail sales
* Solid product knowledge and all other aspects of customer service
* Outstanding ability to communicate with associates and customers
* Highly skilled in greeting guests with a gracious smile and offering them help with their shopping needs
* Proven ability to suggest, choose, and help locate products based on guest needs and desires
* Track record of maintaining current knowledge of company’s products, marketing programs, promotions, and media plans
* Demonstrated ability to guide customers from the beginning to end of their sales journey

**PROFESSIONAL EXPERIENCE:**

**Aswaaq**  **company limited** like sale machandiser, Hospitality

**Expo 2020**  like sales machandise and costumer service, Hospitality

**Duties**

* Welcome customer and assisting them in a polite manner
* Helping the customer to make great choices for their desired items .
* Suggest, describe, propose, and selling items and promotional advantages offered by company at that moment.
* Provide customer with advice and solutions such as the best deals and advantages’ but in the best interest of the company
* Always trying to up sale more to customer for more revenue .
* Make sure the customer leaves with maximum happiness.
* Making orders, changing price and also preparing invoice
* Building a report with customers.
* Promoting exclusive line products and the store discount cards.
* Ensuring the store telephone is answered in a timely and professional manner.
* Meeting and greeting customers on their arrival.
* Accurately completing all administrative records.
* Putting stocks on display and shelves.
* Making order /price change and preparing invoice.
* Smiling, greeting and making eye contact with every customer
* Handling customer complaints and returns.
* Using suggestive selling techniques to increase sales.
* Up selling and making recommendations to customers and serving multiple customers in a short period of time.
* Creating and maintaining long-term relationships with regular customers, taking care of the customers’ needs while following company procedures.
* Receiving store deliveries and participating in physical inventory counts
* Prepared promotional strategies to maximize company’s profit.
* Developed annual business plans with company executives and assisted in implementation of company marketing plans as needed.
* Complete understanding of pricing and proposal models.

**Achievements:**

* Achieved sales goals by 100% by putting in place excellent selling techniques
* Developed and maintained relationships with prospective and existing clients.
* Recommended sales campaigns and promotions

**Educational Qualification**

* **General Certificate Of Education** (Advanced level) 2014
* **General Certificate of Education** (Ordinary level) 2011

**Key Skills and Competencies**  
**Sales**

* Demonstrated ability to keep track of repeated customers, their likes and dislikes and their contact information.
* Aware of current sales trends and developments in local market
* Customer service experience in a retail environment.
* Communicating effectively and professionally with customers.
* Can work at a sustained pace and produce quality work.

**Personal**

* Physically fit and capable of repetitive bending, prolonged standing, twisting, stooping, squatting and climbing.
* Willing to take ownership of problems, dependable and trustworthy.
* Excellent ability to handle multiple tasks.
* Ability to effectively perform individually as well as team member, late nights, overtime and weekends.
* Punctual and always on time for work.
* Bilingual: English and French

**Hobbies**: Reading Novels and Books, Listening to Music and Watching Movies