

Assia Boubenia

Date of birth: 28 August 1990

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Availability: Immediate availability

Current place of residence: Dubai, United Arab Emirates



Summary

Highly motivated sales professional with 6 years of experience in providing expertise in strategic lead generation, sales presentations, effective liaising, enterprise sales strategy, creative marketing, and category supervision across diverse sectors. sales executive with a consistent record of converting sales prospects into loyal, satisfied clients and building a network of referrals to increase sales.

Education & Certificates

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| • Master 2 Degree (Micro Electronic) | Algeria – University JIJEL 2015/2017 |
| • License Degree (electrical engineering) | Algeria – University JIJEL 2009/2014 |
| • Bachelor Degree (Experimental sciences) | Algeria – High School JIJEL 2008 |
| • Secretary certificate | Jijel- Apprenticeship Centre 2014 |
| • Sewing and assembling clothes | Jijel - Vocational Training Center 2019 |

Core Competencies

Sales Strategy Implementation
Product knowledge
Sales Presentation
After Sales Support

Organization
Influential Negotiation Skills
Salesforce
Customer Prospecting & Retention

EMPLOYMENT HISTORY

ROCHA Clothing Shop

2017/2021 JIJEL

Sales Associate

- Applying excellent customer skills whilst offering advice and assistance to customers in a professional and efficient manner.
- Working In compliance with high standard company practices and in accordance with luxury brand requirements.
- Handling payments and refunds at the busy cash desk and welcoming an average of 50-100 customers daily.
- Utilising interpersonal and communication skills while providing exceptional customer service and engaging with customers to tailor advice and recommendations.
- Offering friendly and approachable assistance while ensuring that the shopfloor remains dean and tidy.
- Gaining teamwork skills by supporting the work of others and engaging with the team members while positively and confidently responding to assigned tasks.
- Meeting and achieving KPI, exceeding targets and expectations by remaining motivated.
- Attending and engaging in team meetings relating to budgets and targets and company updates.

Florence Perfume Shop**2015/2017 JIJEL****Salesperson**

- Provided consistent high-quality customer service by demonstrating exceptional product knowledge.
- Greeted customers and assisted them in locating their choice of product.
- Managed the development and maintenance of quality customer relationships, resulting in increased sales and repeat business
- Achieved Individual sales targets via the maximization of sales opportunities.
- Approached customers to establish their requirements and offer recommendations and subsequent products.
- Followed all customer care standards, including telephone standards and effectively handled multiple customers.
- Cleaned the shelves while ensuring that the items were properly placed on them.
- Assisted customers through the payment procedure and bagged their purchases.

KEY SKILLS

Social Media, Microsoft Word, Excel, PowerPoint, Outlook, Windows Operating System.

Languages

Arabic, English and French

REFERENCES AVAILABLE UPON REQUEST