

# Assia Boubenia



**Date of birth:** 28 August 1990

**Contact number:** +971 52 746 2364

**Email:** assysos1@gmail.com

**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

- 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**