



Wael Abbas

Address: Dubai, UAE

Email: waelabbas996@gmail.com

Mobile: +971556131472

Professional Summary

- Seek to work with challenging environment that includes personal involvement in establishing goals and strategies in a progressive organization, further widen my knowledge, utilize my skill and experience to the maximum to fulfill the corporation mission in organization and respective by learning more and sharing with others. Can work under employer provides training for professional development, performance recognition and career advancement to be able to practice the highest quality of customer service.
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Experience

Promoter cum Sales Person from October 2019 - date

Freelancer, Dubai, UAE

- Calling potential clients and finding the suitable products as per their requirements.
 - performance recognition and career advancement to be able to practice the highest quality of real estate services and standard.
 - Assist customers in finding the suitable product they are looking for.
 - Provide advice and guidance on product selection to customers.
 - Build lasting relationships with customers by contacting them to follow up on purchases, suggest purchase options and invite them to upcoming events.
 - Consistently seek new product knowledge to act as an expert for the customer.
 - Present products using interactive materials such as videos, charts, slideshows etc.
 - Set up booths or promotional stands and stock products.
 - Arrange merchandise to look tidy and attractive to customers.
 - Disseminate product samples, brochures, flyers etc.
 - Engage with customer and discover their wants and needs.
 - Submit daily sales report through the company sales app.
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Sales Person from August 2016 - September 2018

Cromo Boutique,, Tripoli, Lebanon

- Deliver excellent customer service, at all times
 - Tracking boutique goals, presentation of product launches and ability to meet and surpass sales goals.
 - Provide professional till point service to close the sale and offer the customers an overall enjoyable shopping experience.
 - Check stock levels daily and recommend orders to the Store manager.
 - Handling client enquiries, offering advice, styling tips and product knowledge to clients with elegant attitude.
 - Develop and retain ongoing client relationships with increase in historical spending habits and maintaining VIP clients.
 - Regular assistance in weekly boutique merchandising and monthly inventory.
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Sales Person from May 2012 - July 2015
Khoury Home Electronics Store, Tripoli, Lebanon

- Greet customers as they arrive and inquire into their choice of electronic goods.
- Lead customers to designated aisles/shelves for their specified item.
- Provide customers with information regarding product features and benefits.
- Demonstrate features by employing knowledge of gadgets and technology.
- Walk customers through the buying procedure by ensuring smooth payment processes.
- Arrange for electronic products to be delivered to customers' offices and homes.
- Assist in transporting heavy electronic items to vehicles.
- Maintain liaison with procurement officers to ensure sufficient electronic items are available within each category.
- Maintain knowledge of what the competition is selling and provide feedback to supervisors.
- Make sure that pricing information is kept current and that customers are made aware of discounts and promotions.

Sales Assistance from April 2010 - October 2011
Charm and Carpet Shop, Tripoli, Lebanon

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

Education

- Marlies Orthodox High School-graduated in 2009, Tripoli, Lebanon.

Personal Information

- Date of Birth: 6/11/1991
- Nationality: Lebanese
- Marital Status: Single
- Visa Status: Employment Visa

Languages

- Arabic: Mother Tongue
- English: Mid level

Hobbies

- Playing sports, traveling and reading.