



## Achour Bouguedra

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*Success-driven team player who works well with marketing as well as management and development departments. Brings understanding of the sales funnel process and a willingness to work with everyone on the team to reach company goals. A sales person plays a valuable role in the success of today's businesses. Their responsibilities include a variety of tasks including educating customers, conducting transactions, evaluating stock on hand, examining returns, and merchandising, with hard work and dedication, a salesperson can make a significant contribution to the bottom line. To find a job as a salesperson, it is important to create a resume objective that states your skill set, experience, and passion for working with people.*

### EXPERIENCE

#### GLOTEL , PARTNER FROM ETISALAT (AJMAN)

AUG 2020- DEC 2020

##### SALES EXECUTIVE AND TELESALAS AGENT

Sale product of Etisalat like postpaid and prepaid sim card  
Make outband calls for make clients  
Helping customers for choose the right products for them  
Achieving target of the company

#### SMART WINGS MARKETING MANAGEMENT COMPANY (DUBAI)

SEP 2019 - APR 2020

##### TELESALAS AGENT

Place phone calls to potential customers to educate them on service and products offered by the company  
Attend meetings to learn about new products and services or change in current one  
Read and interpret sales reports to determine the best strategy for marketing  
Answer phone calls from customers with enquiries or complaints and resolve the issue as quickly as possible  
Assist in the operation of the company switchboard

#### EYE WEAR (ORAN,ALGERIA)

JAN 2017 - MAR 2019

##### SALES CONSULTANT

Meets with customers in a sales environment to drive products sales and knowledge  
Demonstrates advanced sales products knowledge  
Adheres to any and all company policies and procedures  
Make sales appointment with clients  
Teams with other employees to make sure that products is available and shoppable in stores  
Generates new leads by meeting with consumers  
Follows up with any client to make sure that they are satisfied with product  
Assembles any and all products display in a given market  
Discovers how to market products to new users  
Teaches other sales consultants how to make sales to potential consumers  
Discovers target markets and advantages of other companies  
Demonstrates advanced sales knowledge  
Always looks for new ways to make products attractive to customers

#### SPORT MASTER ( MULTIBANDE ) (CHELYABINSK,RUSSIA)

JAN 2015 - JUL 2016

## SALES CONSULTANT

Schedule sales appointments with current and prospective customers

Maintain in - depth product knowledge and educate customers about the products

Identify ways to market products to new consumers , including identifying new target markets

Uphold relationships with clients to ensure they remain satisfied , that their questions are answered , and that their needs are met

Collaborate with the marketing departments to develop and implement new sales strategies

Meet with other associates and sales consultants to discuss innovative ways to effectively sell to customers

Constantly seek new ways to make products more attractive to current and prospective customers

Demonstrate advanced sales knowledge , and stay up to date on all company policies and procedures

## EDUCATION

### Dr MOULAY TAHAR UNS-SAIDA

Bachelor`s degree in Arabic Literature

### Cello Private School , Oran

Marketing

## SKILLS

A good memory

An eye for details

High standard of Personal

Hygiene Flexible

Good communicator

## LANGUAGES

**ARABIC** (NATIVE), **ENGLISH** (AVERAGE ), **FRENCH** (FLUENT), **RUSSIAN** (AVERAGE )

## COMPETENCIE AND KEY SKILL

Ability to work effectively under time pressure and for long and extended hours interests

Diligence and dedication to work a good memory and an eye for details

Vast knowledge of different kinds of people

A keen observer

Great sensitivity to the needs of others

A friendly , cheerful, and polite attitude