

# SHADI MAKHLOUF



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## Visit Visa

### CORE QUALIFICATIONS

- Individual, skilled in problem solving.
- Responsible, efficient with an excellent work ethics.
- Excellent interpersonal and communication skills.
- Proven ability to work under pressured environment with less supervision.
- Motivated and hardworking

## SKILLS:

Confidence

Perseverance

Patience

Excellent interpersonal skills

Commercial awareness

Numerical skills

### LANGUAGES

Arabic

English

### PERSONAL PROFILE

Birth of Date : 5/1/1987

Nationality : Syrian

Marital Status : Single

## CAREER OBJECTIVES

Looking forward to join a progressive organization where I can pursue a successful career by utilizing my skills, abilities and experience to the maximum extent with full potential.

## WORKING EXPERIENCE

### UNITED GROUP COMPANIES (SYRIA) 2009/2011

#### Sales Representative

##### Job role:

Present, promote and sell products/services using solid arguments to existing and prospective customers

Perform cost-benefit and needs analysis of existing/potential customers to meet their needs

Establish, develop and maintain positive business and customer relationships

Reach out to customer leads through cold calling

Coordinate sales effort with team members and other departments

Analyze the territory/market's potential, track sales and status reports

Supply management with reports on customer needs, problems, interests, competitive activities, and potential for new products and services.

#### ➤ ALBAHER COPMANY ( SYRIA ) 2012/2015

#### Sales hall supervisor

##### Job role :

Assist with department coordination, interviewing, developing, motivating, promoting, and retaining staff.

Meet regularly with the team to identify areas of improvement and review career path progress utilizing the Sales Trainee specific Professional Development Plan

Lead the team to mastery of the sales process, systems, and product knowledge.

Ensures CRM is up to date with accurate information and opportunities.

#### ➤ FANTASTICO TOYS COPANY 2017/2021

#### Client service hall supervisor

##### Job role

Greet and acknowledge every customer as they enter and exit the store and as they approach the department and front end.

Be knowledgeable of all products, promotions, and advertisements to ensure that customer questions can be answered and to assist with selling product; support Ollie's Army and other donation programs throughout the year.

Assist with receiving the truck and pricing items.

Ensure that all product within the department is merchandised and recovered per the visual merchandise standards.

Complete price changes within the department per company guidelines.

## EDUCATION

High School