

|  |  |
| --- | --- |
| **Curriculum Vitae**  **atef ben MOHAMMED JLASSI**  **E-mail :** [**Atef.jlassi88@gmail.com**](mailto:Atef.jlassi88@gmail.com)  **Mobile: +973 36397132** |  |

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| Highly efficient, effective and result oriented Sales Professional with proven work experience. Capability to achieve sales and revenue targets, meet set goals and business objectives in consistent manner. Possess ability to perform under pressure with good client convincing, presentation, communication, interpersonal, decision making, negotiation, supervision, problem solving, customer service and PC skills.  **STRENGTHS**   |  |  |  | | --- | --- | --- | | * Creating ideas | * Competent & Assiduous | * Strong sense responsibility and self-motivation | | * Business Augmentation | * Aptitude to Learn | * Quickly establish strong Relationships | | * Linguistic long-practiced | * Veteran Sales Professional | * Working under pressure environment with the ability to meet scheduled deadlines | | * Customer Service skills |  | * Hard working dedicated with positive attitude | | * Dedicated Team Player |  | * Ability to work independently and an active team player | |
| **Sales Functions**   * Perform sales activities and generate new clientele for the company products. * Show the best customer service and always give a positive feedback report to customer. * Monitor customer preferences to determine focus of sales efforts. * Direct and coordinate activities involving sales of services or other subjects of sale. * Manage product promotion, conduct presentation-product demonstration and participate in trade exhibitions, offers and product launch. Determine price schedules & discount rates |

**PROFESSIONAL EXPERIENCE:**

* Greeting and assist the customers with their needs.
* Provide the highest standard of customer service by demonstrating excellent knowledge of products and services.
* Attainment of desired target by concentrating on extraordinary brands.
* I promoted to be a section-in charge.
* Receiving the goods delivery and displaying them.
* Giving the store manager a report about the fast moving products.
* High lighting the Top 20 sold products.
* Checking the sold products for the section and the store.
* Ensure awareness and vigilance at all times in the store without any negligence.
* Manage stock, build and select new ranges.
* Ensure that all the sections are neat and clean and all the times correctly priced.
* Maximize sales by promoting the highest standards of customer care.
* Analyze store requirements and performance**.**
* Ensuring stores administration and handling the Petty Cash money.
* Providing customer satisfaction by delivering exceptional customer service and to ensure all customer orders are dealt with immediately and correct procedures are followed for dealing with customer orders.
* Training of new coming staff
* Plan merchandise and forecast sales to increase profitability.
* Maintaining the cleanliness and orderliness of the section has been given to me.

**Experience**

* 1Year , customer servise in Green Palm Hotel - 2017 - 2018
* 1 Year, SALSES advisor in ZARA IN TUNISIA - 2016 – 2017
* 1 Year, SALES MAN in FATALES IN TUNISIA - 2015 - 2016
* 2 Years, Senior sales in [LANDMARK(Dubai) Emax](http://www.facebook.com/pages/LANDMARKSHOETREE-LLC-SHOEMART-UAE/109498555745118) L.L.C 2013 - 2015
* 3 Years, Quality control in Sagem connections - 2010 - 2013
* 2 Year, Call center agent in Tunisia telecom. – 2008 - 2010
* 2 Year, Customer service agent in Sheraton Hotel – 2006 - 2008



**Education**

**Study level. Baccalaureate economy**

**Training Courses**

* Customer care Skills at DynCorp (High level).
* Product Knowledge at landmark Group.
* Art of Selling at landmark Group.
* English course at 3S Formation.
* Booking and pricing via Amadeus at academic success plus.
* Telemarketing course at phone academy call center

**Computer skills**

Dos**,** Microsoft Office (Word, Excel, Advanced Excel Macro, Access, Power Point), Windows (95,98,2000,XP,2003,7,NT,Server) , Novell , Unix , Adobe Photo Shop, Fidelio Front Office Version 6.20 (F.O, Cashier) , Halide plus (Reservation System) , Corel Draw , Micros 8700 Touch Screen ,

**Languages:**

* **Arabic:** **(**Mother
* **French:** Excellent,
* **English:** Good,

**Personal Details:**

* **Nationality**  : Tunisian
* **Date of Birth** : 29/12/1988
* **Marital Status** : Single
* **Passport No/Ex**  : X295042 – 16/05/2021
* **Car License :** Yes
* **Mobile** : 0097336397132

***Best Regards.***