

 **CURRICULUM VITAE**

 **Hamza Hamza.352009@2freemail.com**

**CAREER OBJECTIVE:** To explore the possibility of being associated with the Company for mutual growth prospects

**Aptitude:** I am an individual who has a high sense of responsibility and work commitment. I am used to hardship and long hours of working that develop my perseverance and positive attitude towards uncomfortable situations, a very good team-player and goal achiever.

**SKILLS:**

 **Computer and Correspondence Skills**

 - Proficient in MS Office packages

 - Proficient on the internet and e-mail

 - Excellent communication skills

 - Have knowledge for C ++ and software programe developer.

**Time Management- ability to meet deadlines by proper spending of time**

**Stamina- endurance of working long hours doing repetitive movements**

**Problem Solving Skill**

- ability to assess statements and arguments

- ability to listen carefully to others and find new solutions

- ability to suspend judgment until all facts have been gathered and considered

- open minded and do not fear to take risks as long as the company can benefit out of it

**WORK EXPERIENCES:**

**Nike**

January 01, 2013– December1, 2014, Algeria

**Position:** **Sales Associate**

**Job Responsibilities:**

* Welcomes customers by greeting them; offering them assistance
* Helps customers by providing information on products
* Contributes to team effort by accomplishing related results as needed
* Ensures that representatives have sufficient quantities of sales support material, such as product brochures or case studies
* Answering customer inquiries regarding Nike goods and services, helping shoppers locate items, recommending suitable products, organizing merchandise on the sales floor, and assembling in-store displays.
* To clean Work Area and help at cash counter
* To complete background check

**Zara**

January 01, 2015 –December,2015, Algeria

**Position: Sales Associate**

**Job Responsibilities:**

* Process transaction and reply to inquires about product and services.
* Solves problems raised by customers using sound judgement within applied empowerment guidelines and company policy.
* Determines requirements by working with customers.
* Fulfills requests by clarifying desired information.
* Updates job knowledge by participating in educational opportunities.
* Enhances organization reputation by accepting ownership for accomplishing new and different requests; exploring opportunities to add value to job accomplishments
* Provide individual training and support on request
* Provide recommendations about accessing information and support
* Maintain current and accurate inventory of technology hardware, software and resources
* Sound bilingual abilities in English, Arabic and French.

**Boss Perfumes**

January 01,2016–December,2016, Algeria

**Position: Sales Representative**

**Job Responsibilities:**

* To Serve existing accounts, obtains orders, and establishes new accounts..
* Adjust content of sales presentations by studying the type of sales outlet or trade factor.
* Focus sales efforts by studying existing and potential volume of dealers.
* Submit orders by referring to price lists and product literature.
* Keep management informed by submitting activity and results reports, such as daily call reports, weekly work plans, and monthly and annual territory analyses.
* Monitor competition by gathering current marketplace information on pricing, products, new products, delivery schedules, merchandising techniques, etc.
* Recommend changes in products, service, and policy by evaluating results and competitive developments.
* Resolve customer complaints by investigating problems; developing solutions; preparing reports; making recommendations to management.
* Maintain professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; participating in professional societies.
* Provide historical records by maintaining records on area and customer sales.
* Contribute to team effort by accomplishing related results as needed.

**EDUCATION:**

 **Diploma in Automated Media , Web Designing (IT** **) and Photoshop**

 Allush Hashmi, Algeria

 **Diploma in Marketting**

Bashir Ibrahim, Algeria

**PERSONAL DETAILS:**

**Date of Birth:** February 15, 1995

**Place of Birth:** Algeria

**Age:**22 Years Old

**Sex:** Male

**Civil Status:** Single

**Nationality:** Algerian

**Height**: 182

**Known Languages:** English, Spanish, Arabic, French and Turkish

**CHARACTER REFERENCE:**

Would be provided upon request.

**I hereby certify that the above information is true and correct to the best of my knowledge.**