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|  | **NAME:** | **ILYES**  |
|  | **Occupation:** | **Sales Executive** |
|  | **Nationality:** | **Tunisian** |

**Email address**:

Ilyes.381143@2freemail.com

**About Me:**

**Date of Birth:**

**02/09/1987**

**Height**: 1.80 cm

**Languages:**

Arabic

French

English

**Competency Summary**



**Experiences:**

Sales & Marketing

***Skills:***

Team player,eye to details and quality ,Enthusiasm with strong and effective communication skills, analytical thinking, problem solving and decision making, strong ability to learn, adopt, improve new responsibilities, initiative and commitment to achieve.

Express excellent Personal Presentation and Grooming Disciplines that will reflect and complement the highest standards of the company.

able to present products in a structured professional way face to face with customers.

**Career History**



Blue Island LLC

**NINE WEST.** **December 2012 to October 2014**

**Club Apparel Group**

Dubai Mall, Dubai, Emirates Arab

**Sales Executive (Store in charge)**



Offering face to face advice to customers on the stores products.

Using the stock management system to log, check, locate and move stock both in and out of the store.

Responsible for the daily management of the till in the absence of the manager members.

Work on store displays.

Attend trade shows in order to identify new services and products. Recruit, Coach, counsel, discipline and train employees.

Evaluate self-on-the-job performance, as well as other staff. Identify market trends that appeal to customers.

Ensure products are clean and ready to be displayed. Approve contracts with store vendors.

Maintain inventory and ensure items are in stock.

Ensure promotions are accurate and in tune with company’s standards.

Utilize computers to record sales figures, for data analysis and forward planning. Make sure that health and safety measures are met.

**Education:**

**College:**

* school morouj4:2007-2008 bachelor degree

**Universit*y:***

*IMMA*

* I studied for two years aircraft mechanic engineer 2014- 2017
	+ Cabin crew trainingcentre2007
* Cabin crew certificate
* Safety and secure certificate

**Skills**

* Excellent Computer knowledge: Microsoft Office, Internet & emai applications.
* Excellent adaptation capabilities, self-motivated, customer service oriented.
* Capability to work in multi-cultural environment.
* Friendly and outgoing personality.
* Quick thinker and assume responsibility.
* Self-confident, enthusiastic with positive attitude.
* Strong ability to work under pressure and demanding environment.

**Hobbies and Interest**

* ***Listening to music.***
* ***reading,travelling,socialie***
* ***Sports.***

**Blue island** **December 2011 to November 2012**

**Blue Island LLC**

Dubai mall, Dubai, Arab emirates



**Customer Advisor**



Strong collaboration, influencing and problem resolution skills.

Knowledge of selling techniques and merchandising. Innovative and persuasive. Aware of the latest market trends and up to date on product knowledge.

Developing new customers.

Excellent after sales service ensuring the customer has had a good experience. Maintaining and demonstrating security and Health and Safety awareness. A real flair for selling. Ability to work shifts, including overtime.

Strong collaboration, influencing and problem resolution skills.

Making sure that any item which is removed from a display column is replaced immediately after a sale.

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| **Pierre cardin** |  | **August 2008 to Septembe 2011** |
| **Pierre cardin** |  |

Tunis, Tunisia



**Sales executive**



Serving customers at the sales counter.

Offering face to face advice to customers on the stores products.

Maximizing store revenue by suggesting upgrades, insurance and add-ons to customers.

Occasionally being responsible for the stores security including being its key holder.

Using the stock management system to log, check, locate and move stock both in

and out of the store.

Responsible for the daily management of the till in the absence of the senior members.

Ensuring that all areas are clean and adhere to the company’s clear floor policy and

Health and Safety requirements.

Making sure that any item which is removed from a display column is replaced immediately

**TRAININGS & SEMINARS**

►product knowledge training .

►sales technique training .

►Special Assistant Team Training/Workshop .