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# Racha Khantech

Sales and marketing with expertise in geodesic ski lls highly developed mental capabilities exceptional interpersonal skills and officiate obligation with full concentration and dedication seeking a challenging position in a dynamic environment and desire to progress further in the same field and like to grow with the organization and prove to be as asset for its effective functioning and be a team player for the achievement of geodesic goals and its success.

- WORK EXPERIENCE –

Sales supervisor gènovè (from marsh 2022 till date )

* Hiring beauty advisor consultant
* Making schedule for the employees
* Giving training for the consultants and the pharmacists
* Trying to help the consultant to reach the target
* Flowing up day per day with the sales team
* Listening to the customers problems and help them to get a good feedback
* Taking the orders from the clinics and the pharmacy.

**Agent in investors clinic real estate company** (November 2021 – till February 2022) United Arab Emirates

* Providing guidance and assisting sellers and buyers in marketing and purchasing property for the right price under the best terms
* Determining clients' needs
* Calling clients and ask them if they are interested or no
* Up following with the clients everyday
* Meeting the clients and show them the property and explain for them all the procedures.

**SALES MANAGER, AZADEA** (September 2020- August 2021) Tunisia

* Recruit ,hire and train sales team.
* Set sales goals, compare performance to goals, and adjust goals as needed
* Assess current team processes and procedures, identify opportunities for improvement, and implement them
* Develop individual quotas and assign territories for team members
* Provide detailed and accurate sales forecast
* Coach , mentor, and provide feedback to team members
* Foster a competitive yet collaborative team environment
* Assess individual performance through observation and measurement, and suggest corrective actions as needed.

**Beauty Consultants’ Supervisor, IMCO** (Mar 2019 – April 2020) United Arab Emirates

Target 200.000 AED per month Reach target 95%.

Duties:

* Launching incentive programs to generate and increase sales.
* Coordinating and supervising the day-to-day sales efforts of the team.
* Training and coaching team members on selling techniques.
* Setting examples for other staff in areas of personal character, commitment and work habits.
* Reducing shrinkage by managing loss prevention techniques.
* Leading, directing and motivating the sales team.
* Gaining a thorough understanding of every customers’ needs in order to offer them the best solution.
* Presiding over weekly staff meetings.
* Conducting real-time phone monitoring of staff.
* Maintaining staff attendance and punctuality reports.
* Promptly handling customer complaints.
* Monitoring and responding to changing service level requirements.
* Attending all company departmental and general meetings.
* Recruiting the best beauty Advisor (promotor).
* Carrying out staff performance reviews.
* Arrange schedules of times and places.
* Provide training for new pharmacists and team training.
* Creativity in solutions to reach the target
* Presenting new and modern ideas to highlight the image of the company's lasting brilliance and  steer clear of tradition.
* Organizing an event for all teams to break the daily sales routine.
* Test teams monthly on all of our products

**Beauty Advisor, Bayer** (June 2018 – Feb. 2019) United Arab Emirates

Target by pièces 100 psc per month

Reach target 85 % Duties:

* Making appointments to see existing and potential clients.  Proactively scouting for new business opportunities.
* Supplying the sales team and senior management with performance data.
* Maintaining proper customer call and administrative records.
* Identifying highly influential physicians who are open to seeing pharmaceutical sales representatives.
* Keeping up to date with the latest clinical data.
* Organizing or attending pharmaceutical conferences.
* Taking sales orders from customers.  Achieving quarterly and annual sales goals.
* Performing regular competitor and market surveys.

**BlAT (Banque internationale arabi de Tunisie** (March 2017 to May 2018)

Jobs Responsibilities

* Prepared monthly, quarterly sales reports and documented discussion of meetings.
* Presented innovative ideas to revise weekly promotional campaigns and drive new sales.
* Followed and implement sales guidelines and maintained standard across departments.
* Contacted customers on mail or called them to inform about the latest offers and handled online  promotional activities for the organization’s products.
* Managed client questions and coordinated with them to identify account requirements.
* Assist new customers in filling forms to help them avail benefits of the different services provided.

 **Manger at par pharmacy Cosmetics with brands Consisting of Avene, Bioderma, Nuxe, SVR, Forever Uriage (France).** (Jan 2016 to Feb 2017)

Job Responsibilities:

* Worked in the cosmetology department with all types and brands of cosmetics and dermatological  products.
* Talked to customers asking them questions regarding the products they currently use and making  suggestions for new products to try.
* Tracked sales and products purchased by customers to determine current trends in the market.

- Management Skills -

* Good knowledge of Marketing, Sales, Customer service, Electronic Marketing and Management.  Possess a proactive attitude and demonstrated abilities in cementing healthy relationship with  Customers and rendering effective service.
* Superior communication and interpersonal abilities Work well with all levels of staff and management.
* Capable of meeting the corporate, retail and HNI costumers' financial requirement and Investment advisory service.
* Excel in both independent and teamwork environments, Posses dependability and responsibility.
* Enthusiastic, Self-motivated and Positive attitude, takes initiative and possess dependability to get the job
* done on set timeline.
* Ability to easily adopt to any deadline driven environment and consistent contributor to Retail Banking sales Growth Success.

- EDUCATION -

* Bachelor’s degree in literature. (Grade: Very Good) (2007-2011)
* Institute Superieur des Etudes Appliquées en Humanity, (Business English) (2011-2013)

- Languages -

* English, Arabic, French, Italian, Spanish
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	+ REFERENCES -

 References will be provided upon request.