

GHARBI Mohammed

Sales Manager

+213 776 776 659
Gharbi.hadj.Mohammed@Gmail.com
Sétif, Algeria

OBJECTIVE

To leverage my extensive experience in sales management, strategic planning, and team leadership to drive revenue growth and exceed targets for a dynamic organization. I am dedicated to optimizing sales processes, nurturing client relationships, and fostering a culture of success within the sales team to achieve exceptional results.

SKILLS

- Manage a diary and a budget.
- Transmit information to a team, clients, and businesses.
- Know how to lead a sales force team
- Teamwork
- Organization
- Communication skills
- Leadership
- Adaptability
- Customer relations
- Autonomy

LANGUAGES

English 

French 

Arabic 

PROFESSIONAL EXPERIENCE

January. 2021 – Today
Sétif, Algeria

Regional Sales Supervisor EST region : **BEKO ALGERIA Home appliance**

- Develop the company's sales of Home appliance
- Manage the FDV team (Supervisors and delegates)
- Check the availability of products at distributors
- Establish relationships of trust and retain customers.
- Carry out support outings to train and coach supervisors in launching new routes
- Division of zones for supervisors.
- Plot monthly target for FDV
- Weekly sales analysis

Oct 2019 - Dec 2020
Sétif, Algeria

Eastern region coordinator: **HASNAOUI GROUP OF Companies of Construction**

- Develop the company's sales.
- Lead, monitor and develop the customer portfolio.
- Collect and share all commercial information,
- Establish relationships of trust and retain customers.
- Strengthen the image of the company.
- Ensure the recovery of money from my clients.

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June 2017 - Dec 2019
Sétif, Algeria

East Region Sales Supervisor:

CONDOR MOBILE & TELECOMMUNICATION

Project management :

- Manage several commercial projects.
- Check the admissibility of customer complaints.
- Negotiate, manage orders and make appointments with customers.

Main missions :

- Team coordination
- Ensure customer relations.
- Plan projects and achieve deadlines.

January 2014 – May 2017
Sétif, Algeria

Sales Supervisor:

OPPO MOBILE & TELECOMMUNICATION

Principales missions :

- Assist and coach the sales team in achieving sales objectives
- Prepare and lead daily/monthly meetings with sellers
- Carry out support outings to train and coach sellers in the launch of new direct distribution routes.
- Check product availability at retail outlets.

FORMATION

2007 – 2011

Sétif, Algeria

LICENSE in Information Technology

FERHAT ABBAS University – SETIF

2002 – 2007

Sétif, Algeria

BACCALAUREATE MECHANICAL ENGINEERING

SAAD MERABET High School - SETIF

CENTRES D'INTÉRÊT

- Travel: Europe (France, Spain and Portugal).
 - Sports: Swimming, basketball.
 - Volunteer in an association.
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