

YANIS LOUNIS YAHIA CHERIF

Sales

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Doha, Qatar

SUMMARY

Results-oriented sales professional with many years of experience in consumer products and a proven track record of exceeding monthly sales quotas. Highly skilled at creating new relationships and maintaining strong customer relations to generate repeat business.

In-depth knowledge of effective sales strategies and exceptional presentation skills. Analytical thinker with the ability to perform well under pressure. Goal- and team-oriented with strong leadership skills and a commitment to team quotas

Experience

Automotive Broker January 2025- Current

Tradexport75, Paris, Setif

- Serve as the primary point of contact for specific and non-specific customer inquiries
- Resolve customer complaints effectively, ensuring high levels of product satisfaction.
- Cultivate and maintain long-term customer relationships through consistent, outstanding service delivery
- Negotiated purchase prices and financing options on behalf of clients.
- Built a network of trusted suppliers, dealerships, and auction houses.

Sales Coordinator April 2024- June 2025

Costa Voyages & Tourisme, Setif, Algeria

- Designed and customized travel itineraries for both individual clients and group bookings, aligning offerings with client preferences and budget.
- Managed end-to-end sales processes by sourcing competitive rates from airlines, hotels, and tour operators to deliver cost-effective packages.
- Maintained accurate records of client interactions, bookings, and transactions using CRM platforms, ensuring seamless service and documentation.
- Oversaw payment tracking and travel documentation, guaranteeing compliance with agency policies and international travel requirements.
- Served as the primary point of contact for pre- and post-sale client inquiries, delivering high levels of service and maintaining customer satisfaction. Supported marketing initiatives by drafting content for seasonal brochures, email campaigns, and social media promotions to drive engagement.
- Collaborated with internal teams and external partners to ensure timely confirmations, smooth itinerary execution, and issue resolution during travel

EDUCATION

Economics, Management and Commercial Sciences 2023-2025

FARHATABBES UNIVERSITY

Baccalaureate 2023

IBN KHALDOUN HIGHSCHOOL

CERTIFICATES

Certificate of completion, Sales Operations the Complete Masterclass: 20 Courses in 1, 30.5 Total hours, Udemy-18.05.25

SKILLS

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| <ul style="list-style-type: none">• B2B Sales• Strong attention to details• Integrity and professionalism• Client Relationship Management• Customer service | <ul style="list-style-type: none">• Team work• Microsoft office• Ability to work under pressure• Complaint resolution |
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LANGUAGES

Arabic: Native, French: Bilingual, English: Fluent