

Curriculum vitae

Personal information

First name: Khaled

Last name: Al Smaydi

Date of birth: 8 July 1993

Address: Lebanon Tripoli

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Mobile : 00966506940291

Nationality: Lebanese

Profile

Presentation skills, client relationships, energy level, negotiation, prospecting skills, meeting sales goals, creativity, sales planning, independence, motivation for sales.

Experiences

- Sales at Eldorado Tripoli (Men Section) from 21/05/2014 till 18/12/2015
- Sales at Eldorado kaslik (Kids section) from 19/12/2015 till 12/11/2016
- Sales and cashier at MO (Tripoli square) from 18/11/2016 till 20/06/2017
- Assistant manager at MO (Tripoli square) from 21/06/2017 till 07/11/2017
- Assistant manager at MO (Le Mall Dbayeh) from 08/11/2017 till 20/04/2018
- Assistant manager at MO (Tripoli square) from 21/04/2018 till 11/07/2018

- Stock keeper at Stradivarius (Le Mall Dbayeh) from 09/08/2018 till 01/09/2019
 - Sales and Cashier at Stradivarius (Le Mall Dbayeh) from 01/09/2019 till 01/03/2021
 - Assistant manager at Stradivarius (Le Mall Dbayeh) from 01/03/2021 till 30/9/2021
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Education

- Brevet
 - Bac 2 SE
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Key skills

Management skills:

- establishment of standard performance, measurement of actual performance; comparison of actual performance with the standards and finding out deviation if any; take corrective action
- Supervision; motivation; leadership; communication
- Manpower planning (estimating man power in terms of searching, choose the person and giving the right place); coordinating with the HR department regarding trainings and development; performance appraisal
- Identification of activities, assignment and duties, delegation of authority and creation of responsibility; coordinating authority and responsibility relationships
- Adapt to all contingencies, and good dealing with different situations.
- Ability to withstand stress, exploit time best exploit.

- Create a team spirit by making competitions and challenges and awards.
- The daily check-list for staff (Missing Sizes, Check Alarms, Check Price, arranged by size, Refolding, Replenishment)

Sales skills:

- Welcomes customers by greeting them; offering them assistance
 - Advises customers by providing information on products
 - Helps customer make selections by building customer confidence, offering suggestions and opinions. Established procedures
 - Understand what the buyer wants
 - Sell in a buyer responsive matter
 - Establish trust with the buyer
 - Act on what the customer is saying
 - Help (as opposed to close) their prospects
 - Socially active with target buyers
 - Communicate succinctly
 - Sell effectively over the phone
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Languages

Arabic	native speaker
English	good
French	good

