

Abderrahmane Slimani

IT SALES EXECUTIVE

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with 5 years experience of the IT sales market. Possessing a proven track record of selling technology software/hardware products and related services in a defined territory. Having the required background in software and hardware sales along with the personable abilities and technical know how required currently looking for a suitable IT sales role with a exciting and forward thinking employer.

Willing to relocate: Anywhere

Work Experience

IT SALES EXECUTIVE

DIGITEC

January 2016 to December 2018

Experience of selling communications, IT hardware, broadband, connections, microchips, network applications, services, data, software and cloud based technologies.

- Extensive knowledge of the company's products and also of the wider IT marketplace.
- Keeping up to date with the developments of new technologies.
- Awareness of emerging markets, technologies and trends.
- Leadership role.
- Selling major brands like APPLE, MICROSOFT, KASPERSKY, SAMSUNG, BROTHER etc.
- Demonstrate how the product, be it a software or hardware, works and provide technical advice

To customers about installation, usage, and networking

IT SALES

IFTA COMPUTER

January 2015 to December 2015

- Get updates on the new improvements or developments in hardware systems and peripherals from time to time.
- Repair and maintenance of computers, printers and MAC board on the purchase of different software.
- Information and explanation on securing computers.
- Sale of equipment and laptops.
- Maintain an up-to-date knowledge of hardware, software and news.
- Advise customers about the characteristics of IT equipment as needed.
- Negotiated prices, terms of sales and service agreements.
- Responded to all customer inquiries in a timely manner.
- Negotiated prices, terms of sales and service agreements.

IT SALES EXECUTIVE

SOUMAM COMPUTER SYSTEM

January 2014 to December 2014

- Relationship management with existing and potential clients.

- Networking to gain potential leads
- Assesses client IT needs and makes recommendations for IT equipments and service packages
- Negotiates sales, package discounts, and long-term contracts with clients
- Provides technical advice after sales
- Fluent in all products and services offered by the employer through testing, demonstrations, and research
- Relationship management with existing and potential clients.
- Assesses client IT needs and makes recommendations for IT equipment's and service packages
- Prepares sales visits and presentations to pitch product, service, and combination packages to clients
- Negotiates sales, package discounts, and long-term contracts with clients
- Provides technical advice after sales

Education

ENGINEER in INFORMATION TECHNOLOGIE

HGHER INTERNATIONAL MANAGEMENT INSTITUTE (LASALLE COLLEGE - BEJAIA

October 2013 to May 2016

TECHNICIAN in COMPUTER MAINTENANCE

HIGHER INTERNATIONAL MANAGEMENT INSTITUTE - BEJAIA

January 2014 to December 2014

Certifications and Licenses

CISCO CCNA CERTIFICATION

Present

IT ESSENTIALS 5.0 CISCO

Present

Additional Information

SKILLS

ENGLISH: Intermediate Work hard | Serious

FRENCH: Good Team working

ARABIC: Mother tongue Good with technology

RUSSIAN: Basic Sport | Travel | Drawing

IT SALES:

- A keen eye for details
- Excellent memory and skills
- Great interpersonal and communication skills
- Strong presentation skills

- High proficiency in using Microsoft applications
- Great technical knowledge and understanding of various computer peripherals and software
- Ability to work under pressure and through long hours
- Deep connection of contract procurers in different businesses
- Excellent customer service abilities
- Good at handling different kinds of people
- Ability to multitask
- A great team player
- Highly organized and dedicated to work
- Goal-oriented and resourceful

NETWORKING AND SYSTEM:

- System administration: Windows 7, 8, 2010, Windows server 2003/2008 R2/2012, Linux
- Server hardware, cabling, routing, LAN environments, PC Desktop and components
- Installing, configuring and administering network technologies
- IP addressing and subnetting, Routing concepts
- Microsoft Office 2013/2016

MAINTENANCE:

- Computer assembling and maintenance.
- Troubleshooting hardware and software problems with desktops, and tablets, notebook computer systems
- Installing and configuring the peripherals, components and drivers.
- Installing software and application to user standards.
- Install and maintain printers, scanners, and other peripherals
- Resolve technical issues and make documentation
- Disassemble and reassemble computer units as per work instructions