



## Abderrahmane SLIMANI

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# IT SALES EXECUTIVE



## PROFESSIONAL EXPERIENCE

### JANUARY 2016–DECEMBER 2018: **DIGITEC: IT SALES EXECUTIVE**

- 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

### JANUARY 2015– DECEMBER 2015: **IFTA COMPUTER: IT SALES**

- 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.

### JANUARY 2014– DECEMBER 2014: **SOUMAM COMPUTER SYSTEM: IT SALES EXECUTIVE**

- 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

2013 – 2016: **ENGINEER ON ADMINISTRATION NETWORK AND SYSTEM CISCO/MICROSOFT: HIGHER INTERNATIONAL MANAGEMENT INSTITUTE (LASALLE COLLEGE- CANADA).**

2014: **COMPUTER MAINTENANCE SOFTWARE AND HARDWARE (ITESSENTIALS 5.0 - CISCO): HIGHER INTERNATIONAL MANAGEMENT INSTITUTE**



## SKILLS

**ENGLISH:** *Intermediate*  
**FRENCH:** *Good*  
**ARABIC:** *Mother tongue*  
**RUSSIAN:** *Basic*



## INTEREST

*Work hard / Serious*  
*Team working*  
*Good with technology*  
*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