

CHERIF MALEK

BORN 15 AUGUST IN 1987

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PHONE: 080-2598-2486

Visa status :Spouse visa



GOALS

Build a career and acquire new skills and experience in the sales and IT industry to one day build my own company

SKILL, QUALITIES AND LANGUAGES SPOKEN

-French: Native Level
-English: Business Level
-Japanese: Conversational Level

-Fast learner
-Hardworking
-Punctual
-Sense of professionalism
-Honest and Enthusiastic
-Reliable
-Diligent
-Empathetic
-Independent
-Tech savvy

EMPLOYMENT HISTORY

HOTEL FRONT DESK MANAGER at HOTEL LUXEMBOURG (75006 PARIS/FRANCE) from MARCH 2009 to APRIL 2016

- Welcoming the guests with elegance and professionalism.
- Running the front desk by hiring and training all front desk agents and leading by example.
- Anticipate and handle any guest requests and satisfy their needs within acceptable guidelines.
- Assist in the development and monitoring of the budget to provide top quality customer service
- Schedule the front office staff and supervise workload during shifts
- Act as liaison between the General Manager and staff
- Answer phone and e-mails inquiries, and provide information

SALES EXECUTIVE at UFP INTERNATIONAL IT Hardware wholesaler (93212 La Plaine Saint Denis) from MAI 2016 to APRIL 2017 and DECEMBER 2018 to JUNE 2019

- Conduct market research to identify selling possibilities and evaluate customer needs
- Actively seek out new sales opportunities through cold calling, networking and social media
- Set up meetings with potential clients and listen to their wishes and concerns
- Prepare and deliver appropriate presentations on products and services
- Ensure the availability of stock for sales and demonstrations
- Participate on behalf of the company in exhibitions or conferences
- Negotiate/close deals and handle complaints or objections
- Collaborate with team members to achieve better results
- Gather feedback from customers or prospects and share with internal teams

EDUCATION

2005-Baccalaureat general option ES

DUT informatique (IT bachelor Degree) at IPI -CFA IPI INSTITUT DE POLY- INFORMATIQUE 75010 PARIS

ACTIVITIES AND INTERESTS

Cinema, Tabletop games ,Theatre , Music , Martial arts and Horse riding