



Chakib Nouri

Business Development Manager | Co-Founder at Tutor Mr. Ben
Dubai, Dubai, United Arab Emirates

Summary

A results-driven Sales Executive with a proven track record in driving revenue growth and building lasting client relationships. With extensive experience in exceeding sales targets and developing innovative strategies, they excel in market analysis, negotiation, and fostering meaningful connections. Their expertise focuses on creating success for both clients and the business, consistently delivering tangible results. Passionate about enhancing the sales experience, they are continuously seeking ways to elevate performance and create value for all stakeholders.

Experience

Tutor Mr. Ben

Business Development Manager | Co-Founder

February 2024 - Present (9 months)

Dubai, United Arab Emirates

- Co-founded and led the business development efforts, helping establish the company and grow its client base.
- Built lasting relationships with clients and partners to secure long-term growth opportunities.
- Conducted market research to stay ahead of trends and ensure competitiveness in the education sector.

Derby Group of Companies

Sales And Service Specialist

September 2022 - February 2024 (1 year 6 months) Dubai, United Arab Emirates

- Consistently closed 40-60 deals per month, contributing to an annual revenue increase of AED 240k.

Delivered exceptional customer service, addressing inquiries and offering tailored product recommendations.

- Exceeded sales targets by using a personalized communication style to understand and meet customer needs.

Contact

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(Mobile)

chakib@chakibnouri.info

LinkedIn (LinkedIn)

chakibnouri.info/ (Portfolio)

Top Skills

Digital Marketing

Customer Support

Investment Management

Certifications

Investment Risk Management

Create a Project Management Tracker using Microsoft Excel

Business Analysis & Process

Management

Google Ads for Beginners

Increase Engagement to your Instagram Business Profile

- Enhanced customer satisfaction and retention through clear communication and problem-solving skills.
- Played a key role in driving sales growth by identifying opportunities and following up with potential clients.

Peugeot Showroom

Sales Executive

August 2019 - July 2022 (3 years)

Annaba, Algeria

- Consistently met sales targets by understanding customer needs and recommending the right products.
 - Developed long-lasting relationships with customers, increasing repeat business and referrals.
- Improved customer satisfaction by answering questions and providing helpful product advice.
- Worked with the sales team to develop strategies that boosted overall showroom performance.
 - Handled negotiations and closed deals efficiently, contributing to overall sales growth.

Sahraoui Kia Showroom

Sales Executive

July 2017 - August 2019 (2 years 2 months)

Annaba, Algeria

- Led sales efforts, boosting monthly sales by 20% through personalized recommendations and additional product offers.
 - Negotiated deals effectively, closing 15% more sales while keeping customers happy.
- Built strong relationships with clients, helping improve customer loyalty and repeat business.
- Worked closely with the sales and marketing teams to find new business opportunities and contribute to the showroom's overall success.
 - Gave product presentations and provided customized solutions, improving customer satisfaction and encouraging future purchases.

Education

Centre Universitaire Larbi Benmhidi d'Oum El Bouaghi

Informatics · (September 2017 - June 2020)