

AYOUB ABOUZEDI

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Boissy Saint Léger 94470, France

Sedentary salesperson

PERSONAL STATEMENT

Adaptable and results-driven professional with a proven track record in sales, pricing analysis, and customer relationship management. At Renault, I consistently exceeded my monthly target of 10 vehicles sold with at least 60% financing. Leveraging the practicality of the Dacia Spring for urban areas in the Paris region, I boosted sales by targeting city-dwellers' needs. Additionally, I increased revenue by promoting security services for the Renault Clio, addressing customer concerns about it being one of the most stolen cars in France. Known for strong organizational skills and teamwork, I effectively deliver results in fast-paced environments. With expertise in analytical thinking and creative problem-solving, I'm eager to bring my versatility and dedication to new challenges, driving success for any team or organization.

KEY SKILLS

- Sales and Negotiation
- Customer Relationship Management
- Pricing Strategy Development and Margin Optimization
- Problem Solving
- Effective communication
- Team Collaboration
- Adaptability
- Goal-Oriented

LANGUAGES

French: Native

English: Upper-Intermediate (B2)

PROFESSIONAL EXPERIENCE

Pricing Analyst

AUTOBIZ | Paris, France | June 2022 - Present

- Monitored competition across the used car market in Austria, Belgium, France, the Netherlands, and Germany.
- Developed and implemented pricing strategies to optimize vehicle profitability while aligning with market trends.
- Collaborated with cross-functional teams to maintain database accuracy and pricing effectiveness.

Car Salesman

Renault Boissy Automobiles | Paris, France | December 2021 - June 2022

- Delivered personalized customer consultations to identify and fulfill automotive needs.
- Managed sales files and advised on financing and service contracts.
- Advising customers on financing and service contracts.
- Managed back-office sales processes, maintaining accurate customer records and administrative tasks.

Trainee Car Salesman

Alvergnas Automobiles | Paris, France | May 2021 - October 2021

- Presented vehicles and informed customers about features and financing options.
- Facilitated customer trials and completed sales proposals and orders.

EDUCATION

Diploma in Business Unit Management (Automotive Sector)

Group ESCRA | Le Mans, France | January 2021 - October 2021

Diploma in Professional School for the Automotive Network Trade

Group ESCRA | Le Mans, France | February 2020 - October 2020

BTS Management of Commercial Units (Incomplete)

ITIS FORMATION | Paris, France | 2016 - 2017

Vocational Baccalaureate in Electrical Engineering

Gourdou Lesseur High School | Paris, France | 2013 - 2015

INTERESTS

- Photography: Specialized in fashion and event photography, capturing dynamic and creative visuals that showcase detail and storytelling.
- Personal Development: Passionate about reading and self-improvement to continually grow both professionally and personally.
- English Boxing: French Junior Champion (2014), 4th Place in Senior Championship, Professional since 2015.