

Arwa Abdulrahman Alharthi

Senior Sales Advisor Luxury Fashion Specialist

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With over 8 years of experience in luxury fashion retail, I specialize in delivering exceptional customer experiences, resolving complex sales cases, and leading high-performing teams. Known for my strong communication, reporting, and training skills, I bridge the gap between clients and brand excellence.

Experiences

Senior Sales Advisor — Celine (2024 – Present)

- Exceeded monthly sales targets by 20%
- Trained 3 new staff on luxury client experience

Customer Service & Sales Representative

Delvaux (Richemont) 2023 – 2024

- Supported high-value client relations in a luxury retail environment

Burberry UK 2022 – 2023

- Handled VIP client requests and maintained brand image during peak seasons

Adidas (Apparel) 2021 – 2022

- Delivered product knowledge and styling advice to increase customer satisfaction

ZARA (Al Hokair) 2018 – 2020

- Gained solid retail experience and supported day-to-day store operations

Education

Diploma in Computer Science

Imam Mohammed Bin Saud Islamic University — **2018**

Achievements

Certificate of Appreciation — **2022** Recognized for exceeding monthly sales targets

Courses

English Language Course — Al Jazeera Institute, 2018
Completed a 1-month foundational English program

Skills

Proficiency in using computers and Microsoft Office programs.

Teamwork: Ability to work within a team to achieve common goals.

Exceptional Customer Service: Ability to effectively interact with customers to understand their needs.

Effective Communication Skills: Ability to communicate clearly and politely with customers.

Sales and Marketing: Execution of effective sales strategies to achieve sales goals and enhance customer experience.

Problem-solving: Ability to handle and resolve problems quickly and efficiently.

Flexibility and Adaptability: Ability to adapt to changing work requirements and work under pressure to achieve specific goals.

Languages

Arabic

English