



HAJJI SOUKAINA

B2B SALES MANAGER

PROFIL

Dynamic and experienced, I am a B2B Sales Manager specializing in leading teams to achieve ambitious goals. My ability to establish strategic relationships with key decision-makers has facilitated the securing of significant partnerships and contracts, driving business growth. My approach to mentoring and continuous improvement creates an innovative and efficient environment, reinforcing my position as a results-driven leader.

EXPERIENCE

DAHBI GROUP / JIMMY's FITNESS, Tangier 04/2023 - 08//2024
B2B Sales manager

- Leading a B2B sales team towards goals through coaching, mentoring, and performance management.
- Establishing long-lasting relationships with key decision-makers to facilitate partnerships and contracts.
- Organizing schedules and distributing tasks among staff.

HAWA 180°, Saudi Arabia 12/2023 - 01/2024
Club Manager

Mitsui Kinzoki act, Tangier 11/2020 - 09/2022
Production Manager

- Managing production schedules and task assignments.
- Regular evaluation of staff performance.

LQRIMODE, Tangier 08/2020 - 10/2020
Store Manager

SCARPINI, Tangier 04/2018 - 07/2018
Sales agent

FLASOTEX, Tangier 10/2017 - 02/2018
Purchasing/Logistics

EL HALLAOUI SARL, Casablanca 10/2016 - 04/2017
Accounting Internship

ÉDUCATION

2019 - 2020
HIGH SCHOOL DIPLOMA (EXTERNAL CANDIDATE), TANGIER

- Accounting Management Sciences

2016 - 2017
SPECIALIZED INSTITUTE OF APPLIED TECHNOLOGY (ISTA), OUEZZANE

- Certified Office Specialist in Microsoft Office

2014 - 2016
SPECIALIZED INSTITUTE OF APPLIED TECHNOLOGY (ISTA), OUEZZANE

- Specialized Technician in Business Management

2012 - 2014
SPECIALIZED INSTITUTE OF APPLIED TECHNOLOGY (ISTA), OUEZZANE

- Corporate Accounting Technician

2009 - 2010
LYCÉE IBN ZOHR, OUEZZANE

- Bachelor's Degree in Physical Sciences

CONTACT



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SKILLS

- Organizational Skills
- Performance Management
- Budget Management
- Decision-Making
- Sales Monitoring
- Motivation Techniques
- Project Coordination
- Planning Techniques
- Task Allocation
- Team Leadership
- Conflict Management

TECHNICAL SKILLS

- Microsoft Office 365
- Word, Excel, Powerpoint ...

LANGUAGES

- ARABIC (Native speaker)
- FRENCH(Fluent)
- ENGLISH(Intermediate)