



# 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)