



# YASSINE GAFSI

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Yassine Gafsi 



## OBJECTIVE

*A job with a well-respected firm, which utilizes my knowledge and the discipline and focus that I bring to my work. I am committed to developing my career path and to expand on the work experience I gained.*

*Results-focused Marketing inside Sales Representative, successful in revenue generation and member action, including sales and lead generation. Self-motivated with excellent verbal and written communication skills, as well as strong computer and customer relationship management (CRM) experience.*



## EDUCATION

**IT Engineering Student (Online) | Polytechnique Internationale -Tunis-Tunisia- 2017-2018**

**Bachelor of Science: License IT Embedded system | Ecole Polytechnique Méditerranéenne – Tunis, Tunisia -2016-2017**

**Bachelor of Science: License IT embedded system | Institut Supérieur de l'informatique –Tunis, Tunisia – 2012-2015**

**Baccalaureate informatics | Lycée Attarine - Ariana-Tunisia -2011**



## WORK HISTORY

**Project Manager | Elite-Tunis, Tunisia 07/2017 – 05/2018**

- New business development
- Foreign Client/Partnership Sourcing
- Client Relationship Management
- Networking
- New service Implementation
- Training Development & Implementation
- Video Design
- Social Media Management
- Community Liaison Management
- General business solutions resulting in increased company exposure, Customer Traffic, and sales.

**End-of-studies Internship | Tunisie Telecom –Tunis, Tunisia 01/2017 – 06/2017**

- Developed end-user technical support application for IPMSAN system.

**Inside Sales Representatives – MENA Region | Insider-Istanbul, Turkey 09/2016 – 12/2016**

- Warm Lead Generation
- Outbound Lead Generation
- Sales prospecting
- Networking
- Referral generation
- Cold Calling
- Client Relationship Management

## Sales Representatives Specialist –MENA Region | Atex Automotive-Istanbul, Turkey

05/2016 – 09/2016

- Developing sales performance
- Building relationship with new & existing customers
- New business development
- Client relationship management
- New partnership cultivation
- Problem solving
- Outbound calling
- Cold emailing



### SKILLS

- **Programming Languages:** C, C++, PHP5, SQL, PL/SQL.
- **Data Base Management Systems:** MYSQL, Oracle 10g.
- **Web:** HTML, JavaScript, CSS.
- **Operating System:** Windows, Linux.
- **Tools & IDE:** Eclipse, Visual Studio, NetBeans, Microsoft Office.



### LANGUGES & CERRTIFICATIONS

- **Bilingual Arabic /French**
- **Fluent English (certified)**
- **Microsoft Office Specialist - Office Word® 2013.**
- **Microsoft Office Specialist - Office Excel® 2013.**
- **Microsoft Office Specialist - Office PowerPoint® 2013.**



### PROFESSIONAL REFRENCES

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-Nizar Haj Ferjani

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