



## HASSEN HADJ MABROUK

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Marital status: Single

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**Transferable work Visa with  
N.O.C. Available.**

## SUMMARY OF QUALIFICATIONS

- With a decade of extensive experience in the field of **SALES** and **MANAGEMENT**.
- Possess a robust foundation in management and sales representative in various industrial sectors.
- Demonstrate proven proficiency in professional sales practices, utilizing a diverse range of engineering and programs.
- Exhibit a track record of successfully overseeing project progress on-site and achieving desired outcomes.
- Showcase professional communication skills with fluency in **English, French, and Arabic**.

## SKILLS

- MS Office, internet and email,
- Photoshop, InDesign, Adobe premiere, etc.
- AutoCAD, CRM, Kitchendraw
- SketchUp, ArchiCAD,

## WORK EXPERIENCE - SALES & MANAGEMENT

### STORE KEEPER (Spare parts) – Juma Al Majid Group

Dubai, United Arab Emirates.

2022 - 2023

1. Checks incoming and outgoing shipments, item by item and quantity by quantity
2. Confirms accuracy of packing slips, shipping Invoices, vouchers, and back order
3. Reporting about parts and materials damaged in shipment to Branch In charge
4. Manage the warehouse to keep be in good condition clean and well-arranged.
5. Create a location for the new items and keep all the parts in the proper location
6. Check the branches' order (move order) and arrange to send with necessary system updates.
7. Maintains files of Invoices, Vouchers, shipping orders and packing slips
8. Conduct physical checking to keep stock status accurate.
9. Cooperating with sales staff to support them in achieving the target.
10. Segregating the received items as stock or customer orders for smooth supply Requirements.

### STORE SUPERVISOR – German Experts Car Maintenance LLC

Dubai, United Arab Emirates.

2020 - 2022

- 1- Responsible for Goods under my custody.
- 2- Handling in Store/Warehouse and monitoring Store/Warehouse Assistants and their activities.
- 3- Responsible for ensuring specified storage conditions and cleanliness, designated storage areas for conforming and nonconforming goods, and safe, storage and preservation of all the materials under my custody.
- 4- Responsible for the physical quantity of the goods received and dispatched.
- 5- Responsible for ensuring and maintaining the status Identification of the stored Goods.
- 6- Responsible for maintaining accurate inventory and providing the same for material planning functions.
- 7- Responsible for monitoring the usable life of stock items and informing the management of slow-moving items.

### FACILITIES SUPERVISOR - Property - Alshaya Group

Muscat, Oman.

2019 - 2020

- 1- The Facilities Supervisor is responsible for providing preventative maintenance for all premises and equipment in the Property portfolio and also handles emergency repairs for the same.
- 2- This role requires you to manage third-party suppliers whilst continually monitoring equipment, services, and contractors.
- 3- Throughout your duties you will maintain the confidentiality of market, commercial, personal, and financial information, building and maintaining effective working relationships with all parties.
- 4- The role is ideal for a highly experienced professional, with a background in engineering or similar disciplines, who is looking for the unique opportunities, challenges, and rewards provided by the constantly growing property market in Kuwait.
- 5- Providing preventative maintenance for all premises and equipment in the Property portfolio, and also handling emergency repairs for the same.
- 6- Manage third-party suppliers whilst continually monitoring equipment, services, and contractors.
- 7- Maintain the confidentiality of market, commercial, personal, and financial information, building throughout my duties and maintaining effective working relationships with all parties.

## EDUCATION

National Certificate for the First  
Stage in Architectural  
Engineering Studies  
2003 – 2007

HIGH SCHOOL EL OUARDIA  
2002 – 2003

Baccalaureate diploma  
Baccalaureate Degree in Technical science

SCHOOL Avicenne city- TUNIS  
1999

School certificate  
(Basic Education Stamp Certificate)

PROJECT MANAGEMENT  
CERTIFICATE  
2013

CEFE : (Business Creation  
and Entrepreneur Training).

## SALES MANAGER – Henkel

Tunis, Tunisia.

2013 - 2019

- 1- Leads and coordinates execution of local sales plans in the respective channels.
- 2- Develop a diverse and highly motivated sales organization.
- 3- Ensures that sales activities and performance targets are aligned to the business unit performance KPIs.
- 4- Drives sales activities; detects market opportunities and develops new business.
- 5- Collaborates with cross-functional teams including Customer Service, Marketing, Operations, Application Engineering, and Product Technology Management to ensure full support & training for the sales team and sales growth initiatives.
- 6- Plan and allocate the field sales team members in the best way to achieve efficiency & annual KPIs.
- 7- Plans & executes annual distributor growth incentive programs & activities.
- 8- Manages and motivates the sales team.
- 9- Ensures contract fulfillment.
- 10- Drives commercial policy with clear action plans.

## SENIOR SALES EXECUTIVE – iHorizons

Tunis, Tunisia.

2011 - 2013

- 1- Use iHorizons CRM to log and update all activities and generate sales reports
- 2- Provide other ad-hoc reports and analysis as required by the Sales Manager
- 3- Support the Sales Operations team to maintain and update each client's customer file, including copies of contracts, proposals, letters, delivery notes, invoices, etc.
- 4- Support the Sales Operations team on contract renewals
- 5- Facilitate maintenance (reducing churn) of existing customers to ensure renewal of annuity contracts
- 6- Follow up on invoices and be responsible for payment collections
- 7- Have full understanding of all current and old contracts signed with the customer and complete knowledge of our services and cost structure.
- 8- Generate new leads by hunting for new opportunities through existing professional networks, cold calling, and leveraging other methods to contact the decision-makers.
- 9- Be a trusted technology advisor to the target client to generate and qualify the right opportunities.
- 10- Ensure the customer's product requirements and expectations are managed and met by understanding the customer's business & technology.
- 11- Work closely with the client to develop solutions, identify the right technologies, and position iHorizons as the prime contender to win the deal.
- 12- Own and manage the bidding process in collaboration with the bidding team and be responsible for the accuracy and quality of the end proposal and bid package till the signing of the deal.
- 13- With a sales cycle, support senior management with market, account, competitor, and bid intelligence information.
- 14- Independently handle negotiations and deal closure for small and mid-sized deals.
- 15- Provide the right inputs and support the Sales Manager in negotiating and closing large deals.

## SALES DEVELOPMENT REPRESENTATIVE – Vneuron Risk & Compliance

Tunis, Tunisia.

2010 - 2011

- 1- Prospecting, Lead generation, and new customer relationship establishment.
- 2- Market and competitive intelligence.
- 3- Identifying customer needs.
- 4- Presenting our company and its products to stimulate the interest of prospects for a Proof Of Concept demo.
- 5- Exploitation of Vneuron CRM to log and update all activities.
- 6- Customer Proposal Management.
- 7- Work closely with the Account Management team to convert detected opportunities into new customers.