

Mehdi Benali

France | Male | 25

Target MSc: International Business

PROFESSIONAL EXPERIENCE

Export Sales Manager - Industrial SME (Jan 2020 - Sep 2023)
Managed an international client portfolio across Europe and the MENA region
Contract negotiation, monitoring of commercial terms and pricing
Development and implementation of sales strategies for new market penetration
Coordination with logistics and production teams to ensure delivery
Sales Assistant (2017 - 2019)
Preparation and verification of export documentation
Customer order tracking and sales reporting
Assistance in CRM and problem resolution

EDUCATION

Bachelor's Degree in Economics, University of Lille, 2016 - 2019 Advanced studies in macroeconomics, international trade, and management
BUT (Technical Degree) in Marketing Techniques, IUT de Roubaix, 2014 - 2016 Specialization in sales techniques, B2B marketing, and commercial negotiation

SKILLS

International sales, CRM, Advanced Excel, negotiation, customer follow-up

LANGUAGES

French (Native), English (Proficient), Arabic (Native)

PERSONAL INTERESTS

International trade, mentoring, business development