

# Mehdi Benali

France | Male | 28

*Target MSc: International Business*

## PROFESSIONAL EXPERIENCE

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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

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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

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

## LANGUAGES

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

## PERSONAL INTERESTS

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International trade, mentoring, business development