



# Hamza El Loussi

sales

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Italian

DUBAI, UAE  
ITALY

## WORK EXPERIENCE

### Blacksmithing

2022 – 2025

De Luca Impianti | Misano Adriatico, Emilia-Romagna

- Heat, hammer, and shape metal using forges, anvils, and other tools.
- Design and fabricate custom metal components based on blueprints or specifications.
- Repair and restore metal objects, such as gates, railings, tools, and machinery parts.
- Use welding, cutting, and grinding techniques to refine metalwork.
- Operate power tools, hammers, presses, and hydraulic equipment for precision shaping.
- Ensure workplace safety by following proper handling and ventilation procedures.

### Thermal hydraulic machinery technician

2016 – 2022

De Luca Impianti | Misano Adriatico, Emilia-Romagna

- Conduct routine maintenance to ensure efficient performance and prevent system failures.
- Inspect and replace faulty components like valves, pistons, seals, and pumps.
- Diagnose and repair issues related to fluid flow, pressure, heat transfer, and mechanical wear.
- Work with hydraulic circuits, cooling systems, lubrication systems, and thermodynamic processes.
- Ensure proper operation of thermal expansion valves, heat exchangers, and refrigeration systems.

### Waiter

2013 – 2015

Ristorante Angelo Azzurro | Italy

- Answer questions about menu items, ingredients, and dietary restrictions.
- Provide menus and explain daily specials or promotions.
- Greet and seat customers in a friendly and professional manner.
- Set up and clean tables before and after service.
- Assist in handling reservations and waitlists.
- Handle customer inquiries regarding pricing and payment methods.

## LANGUAGES

Arabic	English
Spanish	Italy

## ABOUT ME

"Experienced automotive sales professional with a proven track record of increasing revenue, exceeding sales targets, and building strong customer relationships. Skilled in vehicle sales, financing options, and market trend analysis. Adept at leveraging negotiation techniques and CRM tools to drive customer satisfaction and retention."

## EDUCATION

### High school certificate

Energy systems technician

**Leon Battista Alberti | Rimini, Emilia-Romagna**  
**Settembre 2009 – Luglio 2015**

## SKILLS

- Attention to Detail
- Teamwork & Communication
- Safety Awareness
- Time Management
- Mechanical Tools
- Understanding financing, leasing, and trade-in options
- Adapting to changing market trends
- Data analysis for sales forecasting