### www.hamzajendoubi.com



## HAMZA JENDOUBI

### **★** INTRODUCTION

Experienced, energetic, and highly motivated professional with over 8 years background in engineering, sales and marketing strategies and management, including business development & expansion.

Pragmatic and result oriented, highly determined to overcome any challenges in order to improve a company's financial performance against set KPI-s and strategic objectives.

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### **WORK EXPERIENCE**

 $\bullet \quad 06/2021 \quad \textbf{SMC YORK By Johnson Controls} \ \textbf{(Air Conditionning Industry)}$ 

12/2021 Sales Engineer:

Follow up new business opportunities and set up meetings with prospective clients / Explain to Potential customers about the various benefits offered by company products Or services, following them up so as to close the business deal / Calculating client quotations / Negotiating tender and contract terms / Making technical presentations and demonstrating how a product will meet client needs.

• 06/2020 VIRTUAL INNOVATION TECHNOLOGY – QATAR (IT and advertising agency)

06/2021 Sales and Marketing Manager (Remotely):

Follow up new business opportunities and set up meetings with prospective clients / Explain to Potential customers about the various benefits offered by company products Or services , following them up so as to close the business deal / Supervise the company's Marketing team & Prepare marketing and sales reports.

01/2020 Bright Media - QATAR (Media and Advertising Agency)

06/2020 Business Development Manager:

Develop relationships with prospective clients, while maintaining existing client relationships / Partner with sales teams to create contract-winning proposals for current and prospective clients / Negotiate contract terms with clients and communicate terms to stakeholders / Collaborate with design and production teams to ensure contracted product specifications are executed on-time and as agreed.

07/2018 ARAFAT BUSINESS CENTER – QATAR (Business Center)

12/2019 *Lease / Sales Consultant*:

Profit and Customer service improvment / Generate Inquiries by contacting potential clients & brokers / Fill client contract and Assist with initial payment collection / Acuire knowledge about competitors / Propose solutions on how to boost center occupancy / Responsible for Marketing products / services on different media platforms.

09/2013 BREAK TOURS - Tunisia (Travel Agency Category A)

04/2018 Sales and Marketing Manager also Co-founder:

Define the benchmarking Business strategy / Develop the marketing plan / Define the commercial strategy / Improve financial results / Monitor the competition / Steering and the realization of the commercial policy / Define the business strategy.

#### **Informations**

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32 years, Married



16 June 1989



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Doha,Qatar



Qatari Driving license

#### Certificates

√ 03/2019

# Certificate of achievement (Sales course)

**OSM (Open Source Management)** 

√ 02/2016

# Certificate CEFE (Business creation and entrepreneurs training)

Portal of the Tunisian industry (API)

### Languages

**English** 



Arabic



French



German





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### **Key Skills**

**Project Management** 

**Negotiation Skills** 

**Time Management** 

**Numerical skills** 

IT skills

**Marketing strategy** 

**Digital marketing** 

**Sales Forecast** 

Sales plans

Coaching

### **Education**

• 02/2017 End of study internship : Study and design of a machine for oiling 07/2017 air filters

MISFAT filter group

• 2012 Engineer's degree in Electromechanics(Evening classes)

2017 Private School of Engineering and Technology (ESPRIT)

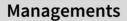
• 2009 Intensive program preparing for entry to engineering schools

2012 Higher School of Science and Technology of Tunis (ESSTT)

JUNE Bachelor's Degree (Technical Science)

2009 Secondary High School (2 Mars 1934 El Ouardia)

# Software skills



Computer graphics
Office

CAD (mechanical)

CAD

**Automatism** 

































