



HAMZA JENDOUBI

Informations

-  32 years, Married
-  16 June 1989
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-  www.hamzajendoubi.com
-  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 ★★★★★



★ INTRODUCTION

Experienced ,energetic, and highly motivated professional with over 7 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.



WORK EXPERIENCE

- 06/2021 **SMC YORK (By Johnson Controls – TUNISIA (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 ...
- 10/2014 **BREAK TOURS – Tunisia (Travel Agency Category A)**
04/2018 **Sales and Marketing Manager also associate**: Define the benchmarking Business strategy / Develop the marketing plan / Define the commercial strategy / Improve financial results / Monitor the competition ...
- 09/2013 **WELCOME TRAVEL – Tunisia (Travel Agency Category A)**
09/2014 **Sales Manager**: Steering and the realization of the commercial policy / Define the business strategy ...

Key Skills

Project Management
Negotiation Skills
Time Management
Numerical skills
IT skills
Marketing strategy
Digital marketing
Sales Forecast
Sales plans
Coaching

Managements

Computer graphics Office

CAD (mechanical)

CAD

Automatism



Education

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

