



# IMAD EL AYOUBI

Business development  
Sales representative

## PERSONAL STATEMENT

As an experienced sales person, my tenacious and proactive approach resulted in numerous important contract wins.. After four years in sales, currently seeking a new challenge which will utilize my meticulous attention to detail, my web development knowledge, and professional manner.

## GET IN TOUCH

Cell: +216 28 47 44 40  
Email: imadelayoubi07@gmail.com  
Github: @imadayoubi  
LinkedIn: @imadayoubi

## PREVIOUS EDUCATION

Lycee des etioles 14 janvier

Anticipated graduation date: June 2013

## CERTIFICATION

Full Stack JavaScript Developer

RebootKamp (RBK) Tunisia

Issued November 2021

## WORK EXPERIENCE

### Expatriate Manager

*Protec SL. | Jan 2019 - Jan 2021*

- Manage inventory as well as warehouse, transportation, and other logistics processes.
- Ensure that quality, quantity, customer satisfaction, and financial commitments are met.
- Manage and develop logistics staff.
- Ensure that quality, quantity, customer satisfaction, and financial commitments are met.
- Perform metrics reporting and data analysis tasks to identify issues and opportunities for process improvements.
- Handling the role of gate manager to ensure security and safety measures are followed by cars and pedestrians.
- Handling the role of patrol manager to ensure security and safety measures are followed all over the site and make sure no intruders onsite.

### Business Manager

*Line Taxi LB. | Aug 2018 - Dec 2019*

- Assess and identify new opportunities for growth in current and prospective markets.
- Perform regular employee evaluations to determine areas of improvement.
- Design business strategies and plans to meet the company goals.
- Ensure that quality, quantity, customer satisfaction, and financial commitments are met.
- Make sure that the company has sufficient resources such as personnel, material, and equipment.
- Develop a comprehensive company budget and perform periodic budget analyses.
- Assess overall company performance.

# WORK EXPERIENCE

## HARD SKILLS

- Multilingual
- Database management
- Statistical analysis
- Web development
- Mobile development
- User interface design
- Marketing campaign management
- Storage systems and management
- Programming languages (JavaScript, Html, CSS)

## SOFT SKILLS

- Integrity
- Dependability
- Effective communication
- Team Work
- Creativity
- Problem Solving
- Adaptability
- Organization
- Willingness to work
- Empathy

### Account Manager

*Hilti Group LB. | Jul 2017 - Jul 2018*

- Maintain and develop friendship with the company's existing customers by ensuring regular contact with them through meetings, speaking with them on the phone, and also communicating with them by email.
- Pay visit to prospective customers in assigned locations to answer their questions and resolve whatever issues they may be having about the company's products, and to ask for new orders.
- Build prospective customer list from business directories, colleagues in the industry, and industry contacts, to use as lead in recruiting new customers and making new sales.
- Ensure goods on display in the showroom are of good quality.
- Collaborate with product suppliers to ensure existing orders are delivered.

### Sales Consultant

*Wurth group LB. | Feb 2016 - Apr 2017*

- Maintain and develop friendship with the company's existing customers by ensuring regular contact with them through meetings, speaking with them on the phone, and also communicating with them by email.
- Pay visit to prospective customers in assigned locations to answer their questions and resolve whatever issues they may be having about the company's products, and to ask for new orders.
- Build prospective customer list from business directories, colleagues in the industry, and industry contacts, to use as lead in recruiting new customers and making new sales.
- Ensure goods on display in the showroom are of good quality.
- Collaborate with product suppliers to ensure existing orders are delivered.

### Waiter

*Danys Beach Bar | Jun 2014 - Nov 2015*

- Greet and escort customers to their tables
- Inform customers about the day's specials.
- Take accurate food and drinks orders, using regular order pad, or by memorization.
- Communicate order details to the Kitchen Staff.
- Check customers' IDs to ensure they meet minimum age requirements for consumption of alcoholic beverages.
- Follow all relevant health department regulations.
- Provide excellent customer service to guests.