

Nina MAROCCO
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LANGUAGES AND COMPUTER SKILLS

Languages French / Hebrew / English/ Arabic (Quadrilingual) – Spanish (reading and speaking)
Computer Skills Word, Excel, PowerPoint, Access, Java, Nova, CRM, Smarter X, Sirène

EDUCATION

2018 - 2019 PEOC Engineering Manager – AJC INGÉNIERIE Paris 9^{ème}, France
2011 - 2012 Foreign Languages (English-Arabic) – Université Paris 3 Nouvelle Sorbonne, France
2008 - 2010 International Business Diploma – Greta Paris 17^{ème}, France

PROFESSIONAL EXPERIENCE

2021 - 2024 Key Account Manager at Cegedim-Pharma – Boulogne-Billancourt, France

- Management and development of business customers portfolio.
- Maintaining a personalized and privileged relationship with each customer to strengthen loyalty.
- Monitoring daily projects of the project management team.
- Training and management of new team members.

2019 - 2021 Sales Manager Optical Center – Puteaux, France

- Development and implementation of long-term sales strategies.
- Organizing schedules and allocating daily tasks.
- Overseeing and daily monitoring of the team.
- Strategic international travel.

2017 - 2018 Director at Hôtel De La Gaité – Paris 14^e, France

- Recruitment and training of the new team members.
- Manage prices and reservations for all types of services.
- Implementation of innovative solutions to build customer loyalty.

2014 - 2016 Front Desk Manager Hôtel Herods – Israel

- Management of customer and supplier requests and complaints
- Training of new team members.

2012 - 2013 Import-export sales manager Premier International – Toronto, Canada

- Managing and developing individual and professional customer portfolios.
- Team manager in two luxury stores.
- Management of disputes and training of employees with the aim of improving figures.

2010 - 2012 Receptionist and Sales Representative Hôtel Britannique – Paris 1^{er}, France

- Face-to-face and phone reception.
- Management of reservations and invoices.

2007 - 2008 Sales Representative Banque Leumi – Israel

- Grant services and loans to businesses.
- Management of credit card authorization requests for businesses.

ACTIVITIES

Hobbies Corporate events, Psychology, Foreign Languages, Box