



ONS LASSOUED



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1. DESCRIBE AIESEC WITH YOUR OWN WORDS.



AIESEC is a great opportunity to develop our skills , our personality , our social life and to learn more about leadership and how to make decisions in an encouraging working atmosphere .

2. HOW DO YOU THINK AIESEC CAN DEVELOP THE EXCHANGE PARTICIPANTS (THOSE WHO GO FOR AN INTERNSHIP WITH AIESEC) ?



AIESEC can develop the exchange participants to be well-prepared to go for an internship by creating a warm atmosphere in a great working area filled with joy and hard work at the same time , in order to develop their personality .

Moreover , AIESEC delegates responsibilities to participants and communicates with them to create a responsible intern ; ready for any difficult situation in every different culture .



(THOSE WHO GO FOR AN INTERNSHIP
WITH AIESEC) ?

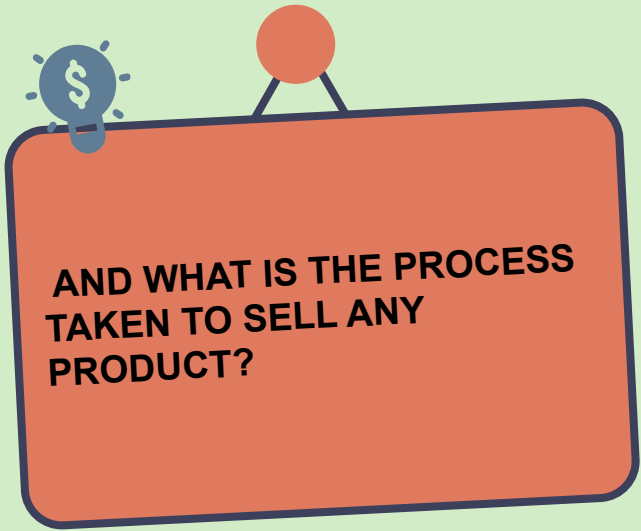


3. WHAT DO YOU KNOW ABOUT THE SALES PROCESS ?



The sales process is an important function of any business , consists of a set of steps to meet the clients needs in a creative way and to deliver the best product quality to them .

■



**AND WHAT IS THE PROCESS
TAKEN TO SELL ANY
PRODUCT?**



Discover the client needs .



Market research .



Approach the client .



Presentation : demonstrate how the
Service meets the needs of the client .



Make a decision and close : good
marketing and discounts .



Follow-up : keep contact with customers ;
To maintain relationships .



4. SUGGEST 3 IDEAS TO PROMOTE ANY PRODUCT YOU WANT TO SELL.



The good quality of the service and the product can promote any product you want to sell .

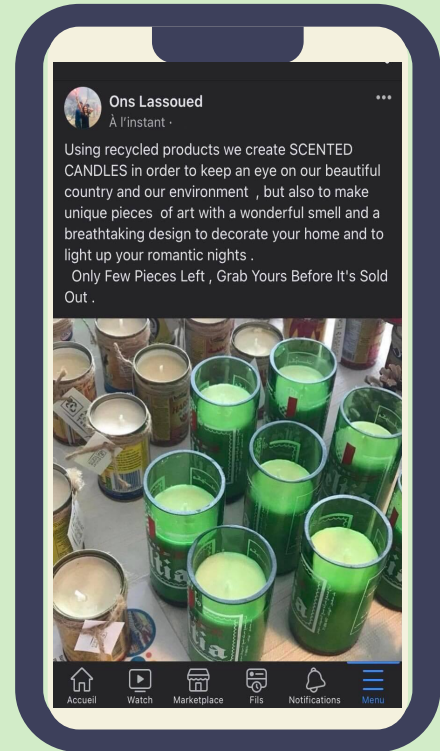


Creative ways of marketing .



The product design , shape and colors .





It's not my own product , i found it on FACEBOOK



Ons Lassoued


À l'instant · 🔒



Using recycled products we create SCENTED CANDLES in order to keep an eye on our beautiful country and our environment , but also to make unique pieces of art with a wonderful smell and a breathtaking design to decorate your home and to light up your romantic nights .


Only Few Pieces Left , Grab Yours Before It's Sold Out .





Social class and categorizing individuals by group according to how much social power and the amount of money they possess !

Also the fact that we buy daily products from big stores and markets (carrefour , aziza , mg ,....) Instead of buying them from a mini-shop in the neighborhood ; are literally the reasons why poverty rate is increasing in our country .



6. IF YOU COULD CHANGE ONE THING IN OUR ECOSYSTEM/COUNTRY, WHAT WOULD IT BE ?




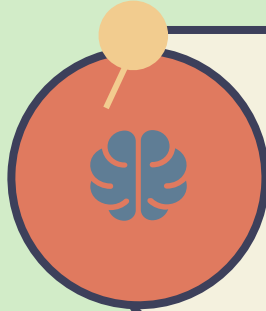
**WHAT DO YOU DO IN YOUR
DAILY BASIS TO SOLVE IT?**



- i use small shops to buy my daily products ; and buy everything i need from its source , for example , i buy the bread from a bakery , meat from the butcher ,.....

**7. WHAT DO YOU THINK ARE THE NEEDED SKILLS
THAT ANY STUDENT SHOULD HAVE
AND WHY?**

- 
- critical thinking and problem-solving : to built a good personality
 - public speaking : to be a great leader
 - curiosity , imagination and creativity :



WHAT ARE YOUR OWN AREAS OF IMPROVEMENT THAT YOU SEE ARE IMPORTANT TO WORK ON ?



I want to improve in public speaking as i am a shy person , yet still am eager to learn how to address an audience to make sure how to transmit my ideas thoroughly .





ONS LASSOUED

Logisticienne

Je suis une jeune diplômée en génie logistique , passionnée par la logistique et le commerce international .

Actuellement , je suis à la recherche d'une opportunité pour mettre mes connaissances au service de votre entreprise et les développer.

FORMATIONS :

Master professionnel en Marketing Digital et Commerce international, 2027

INSTITUT SUPÉRIEUR DE GESTION DE TUNIS

Licence en génie logistique : Opération International, 2025

INSTITUT SUPÉRIEUR DE TRANSPORT ET DE LA LOGISTIQUE DE SOUSSE

Baccalauréat section mathématiques, 2022

LYCÉE 18 JANVIER 1952 JBENIANA SFAX

CERTIFICATS :

- Development web
- ux / ui design
- Transit et formalités douanières
- commerce international
- Gestion de stock / Gestion de la qualité

EXPÉRIENCES PROFESSIONNELLES

Stage projet fin d'étude - office de la marine marchand et des ports 2025

Etude de la performance au port de Radès

Stage en gestion de stock - Aziza 2024

Gestion de stock et distribution

Stage d'observation - Société Meunière Tunisienne 2023

Suivi le réception des matières premières

Stage en administration - Attijari Bank 2023

Effectuer des tâches administrative

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COMPETENCES LINGUISTIQUES

- **Arabe** langue maternelle
- **Français** B1
- **Anglais** B1

COMPETENCES INFORMATIQUES

- MS office
- Odoo ERP
- GPAO , GMAO
- Graphic design
- développement web

COMPETENCES GENERALES

- Gestion de stock
- Gestion de la qualité
- Technique de shipping
- Gestion de processus d'export et d'import
- Lean management