

Resident location in **Doha Qatar**

QID VALID

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Mr MANSOUR Imad Eddine Mohamed Fouad



TRAINING

- | | |
|-------------|---|
| 2011 | State Engineering of Computer Science
University of Oran in Algeria |
| 2012 | Training in HSE (Health Safety Environnement)
Institute of Management Safety and Environment in Oran |
| 2012 | Trainig of CISCO Networking
Yacine Academy Institute (www.yacineacademy.com) |
| 2014 | Training in Management
Institute of Management and Developpement in Business in Oran |
- Languages:** **Arab:** Very good / **English:** Good level / **French:** Very good (**level DELF B2**)
- Driving license** Category B since June 2004

PROFESSIONAL EXPERIENCES

- | | |
|---------------------------------------|---|
| June 2022 to
Nov 2023 | ALGEOFLEET SPA Gps & IOT Solutions
<u>Function:</u> Technical Sales West Area <ul style="list-style-type: none">• Commercial monitoring of accounts.• Prospecting.• Presentation of the company and the product offer and new products.• Development of a client portfolio and monitoring of accounts. |
| May 2019 to
May 2022 | B DEUX H Company (Weighing and IT)
<u>Function:</u> Technical and Sales Manager <ul style="list-style-type: none">• Monitoring of client portfolio.• Management of sales and after sales services.• Financial monitoring of projects of hich the recovery, the bank payments
And customers check deposits.• Purchasing management with suppliers. |
| October 2012 to
April 2019 | NISSAN ALGERIA
<u>Function:</u> Car Salesman <ul style="list-style-type: none">• Assist customers in selecting a vehicle by asking questions and listening carefully to their responses.• Explain fully product performance, application and benefits to prospects.• Describe all optional equipment available for customer purchase.• Offer test drives to customers.• Participate in enents of cars show every year on December from 2012 to 2019• Good relationship with clients |

June 2012 to
October 2012

MEDICARE INTERNATIONAL FOR SANOFI

Function: Pharmaceutical Delegate on behalf of SANOFI

- Presentation of the laboratory's offer to pharmacies
- Management and monitoring of the customer database (pharmacists and wholesalers).
- Presentation of the new **SANOFI** diabeto range.
- Competitive intelligence.
- Commercial follow-up of pharmacy orders by ensuring the availability of products.
- Report information to the regional sales supervisor.

Skills, PERSONNAL QUALITIES AND INTERESTS

Skills:

- Product Knowledge & Business Acumen
- Strategic prospecting & Active Listening
- Empathy & Relationship Building
- Effective communication & Negotiation skills
- Project & Time Management
- Objection Handling
- Cold Calling
- Networking

PERSONNAL QUALITIES:

- Positive Energy, positive mindset and spontaneity, focus on purchase.
- A great curiosity and an appetite for learning new technologies and new skills.
- Big capacity of Adaptability.
- Very good Interpersonal skills.
- Ability to federate a team, to defuse conflicts.
- Responsible, serious, dynamic and energetic, knows how to motivate a team.
- Open for international mobility.
- Sports (Aikido, Swimming, Cycling, Boxing), Music, Cinema, Theater, Reading.