

MOHAMED AMINE MARRAKCHI



PROFILE

Versatile and results-driven professional with a background in sales, inventory management, and quality assurance, with a strong foundation in industrial engineering. Experienced in building strong client relationships, managing stock levels, and implementing quality management processes to ensure compliance and efficiency. Adept at driving process improvements and delivering exceptional results in fast-paced environments..

CONTACT

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- Tunis, Tunisia

EDUCATION

NATIONAL INSTITUTE OF APPLIED SCIENCES AND TECHNOLOGY, TUNISIA

Master of engineering in Instrumentation and industrial maintenance

2010 - 2016

LANGUAGES

- Arabic : Native speaker
- English : Fluent
- French : Fluent

WORK EXPERIENCE

SOFTWARE SALES REPRESENTATIVE

CORAL-IO, TUNISIA

Feb 2023 - Present

- Conducted in-depth consultations with clients to identify software and IT resource needs.
- Presented and demonstrated software solutions to potential customers, highlighting key features and benefits.
- Developed and maintained strong relationships with clients to drive repeat business and referrals.
- Managed sales pipeline and tracked progress using CRM software to ensure targets were met.
- Collaborated with technical teams to customize solutions based on client requirements.

IT HEADHUNTER AND RECRUITMENT SERVICES SALES REPRESENTATIVE

SAPRES TECHNOLOGIES, TUNISIA

Jul 2022 – Feb 2023

- Sourced and screened IT engineers profiles to meet client needs.
- Managed recruitment process from candidate identification to onboarding.
- Maintained client and candidate relationships for successful placements.
- Promoted and sold IT services to clients, identifying opportunities to provide tailored solutions.
- Conducted client consultations to understand their IT service needs and propose appropriate offerings.
- Negotiated contracts and ensured successful delivery of IT services, aligning with client expectations.

HOBBIES

- Reading
- Running
- Yoga (Yoga teacher as a part-time job)

AUTOMOTIVE SALES CONSULTANT

STAFIM PEUGEOT, TUNISA

Oct 2020 – Jun 2022

- Assisted customers in selecting vehicles and explained financing options.
- Conducted test drives and answered product inquiries.
- Negotiated sales contracts and finalized transactions.
- Prospected and identified potential clients through networking, social media, and mailing campaigns.
- Conducted remote sales efforts via phone, email, and online platforms to reach a broader customer base.
- Negotiated contracts and ensured successful delivery of IT services, aligning with client expectations.

STOCK AND QUALITY MANAGEMENT COORDINATOR

SOMEF TUNISIE, TUNISIA

Jul 2017 – aug 2019

- Managed inventory control to ensure accurate stock levels across operations.
- Implemented and monitored quality management processes, adhering to ISO9001:2015 standards.
- Conducted regular audits to maintain compliance and high product quality.
- Collaborated with departments to streamline stock management and improve efficiency.