



# AYMEN HAMDI

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**Date of Birth :** 07/02/1994 | **Address :** Sidi Bouzid 9100 Tunisia

Elevate your business success with the expertise of a seasoned Financial Analyst and Certified Microfinance Expert. With 6 years of proven experience across diverse regions, I specialize in sales, microfinance, and financial analysis. My commitment to excellence ensures that I deliver tailored, results-driven solutions to help you achieve your business goals. Let's work together to turn strategies into actionable insights and empower your success.

## Professional Experiences

### Sales & Investment Officer, ZITOUNA TAMKEEN, Sidi Bouzid, Tunisia

March 2020 – Ongoing

- Identify and pursue new sales opportunities.
- Develop and maintain strong relationships with clients.
- Conduct market research to understand customer needs and preferences.
- Provide detailed sales strategies and recommendations.
- Prepare and present sales proposals to potential clients.
- Monitor and analyze sales performance to drive continuous improvement.

### Loan Officer, ZITOUNA TAMKEEN, Sidi Bouzid , Tunisia

August 2019 – March 2020

- Expand the customer base while ensuring the quality of the financing portfolio.
- Conduct presentation meetings with clients, explain Zitouna Tamkeen's activities, and provide information and explanations about products and their conditions.
- Perform comprehensive assessments of financing requests and make qualified recommendations.
- Conduct financial and non-financial analysis of financing requests following organizational procedures.
- Prepare the necessary documents for financing committee meetings.
- Implement effective practices for the recovery of overdue payments to ensure that payment delays are well-managed and remain within acceptable limits

### Support & Investment Officer, ZITOUNA TAMKEEN, Nabeul, Tunisia

October 2018 – August 2019

### Loan Officer, ZITOUNA TAMKEEN, Nabeul, Tunisia

January 2018 – October 2018

### Sales Officer, MOTOCOP , Tunis, Tunisia

September 2016 – December 2016

- Develop and maintain relationships with gas station owners and managers.
- Identify potential gas station clients and pitch engine lubricants and petrol products.
- Conduct site visits to assess the needs of gas stations and recommend suitable products.
- Negotiate pricing and contract terms with gas station clients.
- Provide product demonstrations and technical support to gas station staff.
- Monitor inventory levels at client gas stations and ensure timely delivery of products.
- Analyze sales performance and market trends to identify opportunities for increasing sales volumes.

## Public relations Intern, Vincci Hotels , Tunis, Tunisia

June 2013 – July 2013

- Develop and maintain relationships with media outlets and influencers to promote the hotel's brand and special events.
- Organize and manage press events, tours, and media visits to showcase the hotel's amenities and services.

## Education and Training

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### Certified Expert in Microfinance Frankfurt School of Finance & Management, Germany

March 2023 – September 2023

### Entrepreneurship Certificate , APII & CITESS Sidi Bouzid , Tunisia

March 2023

### Certificate in Financial Analysis, Helyos Company, Tunis, Tunisia

December 15th, 2021 – December 29th 2021

### Certificate in Risk Management, Helyos Company, Tunis, Tunisia

November 1st, 2021 – December 2nd 2021

### Certificate in Agriculture in Service of Microfinance, Hamdi Mohamed Agricultural Studies and Consulting Office, Tunis, Tunisia

October 4<sup>th</sup>, 2021 – October 23<sup>rd</sup>, 2021

### Certificate in Debt Collection Techniques, Minerva Training, Tunis, Tunisia

August 27th, 2021 – August 30th 2021

### Master's degree in Business English, University of Carthage ISLN , Nabeul, Tunisia

September 2015- June 2017

### Marketing techniques training, Together for change Tunis, Tunisia

September 2016

### Bachelor's degree in Business English, University of Carthage ISLN , Nabeul, Tunisia

September 2012 – June 2015

## Language Skills

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- French (C2)
- English (C2)
- Arabic (Mother tongue)

## IT Skills

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- Microsoft office
- Google Analytics

## Areas of Expertise

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- Microfinance
- Sales
- Financial Analysis

- Risk Analysis
- Administrative Management
- Islamic Finance
- Business Activity Management
- Negotiation of Private and Institutional Partnerships

## Interests

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- Arts