



AZIZA MANSOURI

Agricultural engineer

CONTACT

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Sfax, Tunisia

EDUCATION

- Diploma in Agricultural Engineering**, Higher School of Agriculture, Kef, Tunisia **2013-2016**
- National Competitions For Access To Engineers Training Cycle: Biology and Geology**, Faculty of Sciences, Sfax, Tunisia **2011-2013**
- Scientific Baccalaureate**, High School 18 January 1952, Sfax, Tunisia **2010-2011**

SKILLS

- Digital Skills: Microsoft PowerPoint / Microsoft Word / Microsoft Excel / Microsoft Dynamics - NAV
- CAD: AutoCAD 2D and RaiCad
- Hydraulic Design and Engineering
- Sales and Negotiation

LANGUAGE

Arabic: Mother tongue
French: C1
English: B2
Italian: A1

AREAS OF INTEREST

Travel & Traditional Tunisian food

DRIVING LICENCE

Driving Licence: B

ABOUT ME

I am a dynamic and determined agricultural engineer with 7 years of experience in marketing and sales techniques in the agricultural sector. My academic background and professional experiences have allowed me to develop a solid technical expertise, as well as a deep understanding of the needs of farmers and market stakeholders. My goal is to create innovative and sustainable solutions while combining my scientific knowledge with the demands of the agricultural market."

WORK EXPERIENCE

Sep 2017- Present

SOCOOPEC, Tunisia

Agricultural engineer/Sales manager

- Identify customer needs: Analyze the specific needs of clients in terms of technical products and propose suitable solutions.
- Present products and explain in detail the technical features and benefits of the products to potential clients.
- Negotiate contracts, prices, sales conditions, and delivery times.
- Maintain and develop strong relationships with existing and potential clients.
- Provide technical support before and after the sale to ensure customer satisfaction.
- Coordinate and track orders to ensure their smooth processing.
- Analyze market conditions and competitor activities, staying informed about emerging markets and trends.
- Evaluate installation and maintenance costs of equipment or services.
- Organize training sessions and product demonstration days.
- Participate in trade shows and fairs: Represent the company at agricultural events, trade fairs, and professional exhibitions to promote products.
- Work closely with marketing, production, and product development teams to align sales strategies with the company's overall objectives.

May 2017 - August 2017

Youcef Abessi Company for Agricultural Equipment, Tunisia

Agricultural engineer

- Providing technical advice and selling agricultural and phytosanitary products.
- Conducting field visits to evaluate plant growth, identify diseases and pests, and suggest treatments.
- Managing customer orders.

INTERNSHIPS AND CERTIFICATES

Internship at the Plant Physiology Laboratory, Higher School of Agriculture, Kef:

Study of a scenario involving companion crops; durum wheat/fenugreek, and exploration of the allelopathic potential of fenugreek on certain weeds and cultivated grasses.

01/16 - 06/16

Summer Internship at Chahia Company, Sfax: Study of various cases of broiler chicken downgrading: causes and consequences on meat quality.

15/06/15 - 11/07/15

Summer Internship at the Olive Institute, Sfax: Study of pests affecting olive and pistachio trees and their biological control methods.

17/06/14 - 30/06/14

Summer Internship at the Livestock and Pasture Office, Sfax: Exploration of different animal husbandry and production systems: cattle, sheep, and rabbits, along with their management practices.

02/06/14 - 16/06/14

Training in "Designing and Installation of Modern Irrigation Systems with ACAD Apps"

08/04/23 - 17/07/23

Training in "RainCAD"

23/05/23 - 17/07/23

Training in Engineering Drawing Using A.CAD App

08/04/23 - 03/05/23

Participation in the Investment Recovery and Modernization Program for Agricultural Operations (PRIMEA): A cooperative project funded by the European Union (EU) and the French Development Agency (AFD), aimed at establishing a modern advisory system to support farmers through the creation of territorial support units. I was fortunate to be selected for this program, which aims to train facilitators, coaches, and advisors in agricultural management.

25/10/21 - 25/02/23

Certificate in "Neuro-Linguistic Programming (NLP)"

25/02/2022

Permaculture Design Course

09/01/17 - 20/01/17