

SOUHAIL ABOLLY

Technical trainer / Workshop manager

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Mohammedia, Maroc

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OBJECTIVE

As a trainer and automotive center manager with six years of experience, combined with a previous professional background in sales, I have developed versatile and in-depth expertise. My experience in sales has allowed me to build strong skills in selling, managing customer relations, and understanding market needs. Additionally, as a technical trainer and automotive center manager, I have strengthened my abilities in project and personnel management and in keeping up with technological developments specific to the automotive industry. My diverse background has given me adaptable leadership and communication skills, enabling me to effectively lead teams and manage projects successfully while staying attuned to market changes.

SKILLS

- Automotive expertise
- Diagnostic proficiency
- Reading plans and electrical diagrams
- Proficiency in quick service and general construction
- Assembling and installing various structural, mechanical, electrical, and finishing elements
- Proficiency in pneumatic and hydraulic tools
- Good manual dexterity and hand skills
- Team management
- Organization
- Communication skills
- Leadership
- Adaptability
- Customer relationship
- Autonomy

LANGUAGES

Arabic  French  English  German 

PROFESSIONAL EXPERIENCE

Mai. 2023 – current job

Sales Consultant

SR immobilier

- Development, updating and management of activity dashboards,
- Presentation and marketing of premium range products
- Sales force and negotiation of conditions,
- Proposal and sale of financial solutions,
- Supervision of all administrative activities relating to marketing

Déc. 2021 – April 2023

Casablanca, Maroc

Technical Trainer

AFRILUB (AKWAGROUP)

Mobile Caravane Project:

- Creation of content related to technical/mechanical and commercial expertise
- Keeping up-to-date with market trends and new technologies, especially in general mechanics, transmission systems, and lubrication fundamentals
- Training various stakeholders in the distribution value chain, including distributors, accessory providers, mechanics, service stations, and client companies.

Training Project for Service Stations:

- Training teams in mechanical diagnostics and lubrication terminology.
- Assisting managers and workshop leaders in implementing new ideas.
- Guiding technicians in their work methods.
- Recommending effective stock management methods.

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Mars. 2018 – Déc. 2021

Casablanca, Maroc

Workshop Manager (Automotive and Machinery Maintenance and Repair)

REZORROUTE (AKWAGROUP)

Missions:

- Proficiency in diagnostic, electronic, and mechanical tools
- Managing the maintenance team and intervening in case of difficulties or crises
- Supervising and training workshop teams in areas such as safety, quality, maintenance, and new technologies
- Establishing daily and weekly schedules for mechanical work and monthly inventories
- Maintenance and repair of light and heavy-duty vehicles
- Ensuring the quality of corrective repairs
- Handling complaints and managing disputes
- Continuous customer prospecting
- Organizing and proposing promotional activities
- Conducting automotive expertise evaluations

Juil. 2017 – Mars 2018

Rabat, Maroc

Trainer and team leader for auto and heavy goods vehicle repairs

IVENORD TRANS

Missions:

- Managing the vehicle maintenance workshop
- Collaborating with the workshop manager in supervising the production team (mechanics, bodyworkers, etc.)
- Managing the maintenance team and intervening in case of difficulties or crises
- Ensuring compliance with hygiene and safety standards
- Acting as interim workshop manager when necessary
- Ensuring the quality of services by following established processes

EDUCATION

2015 - 2017

Casablanca, Maroc

Automotive and Machinery Mechanical Technician

Forauto Académie

2010 - 2012

Casablanca, Maroc

Audiovisual Technician

IJMT (institut de journalisme et métiers de télévision)

2009 - 2010

Mohammedia, Maroc

Baccalaureate level in electrical technical sciences

Lycée technique, Mohammedia

INTERESTS

- Volunteer work in an association
- Sports: Swimming, surfing, kickboxing