





Nourhene Chouk

Sales & Marketing Executive

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 Doha- Qatar

 Tunisian

 +974 5584 1941

A good communicator with strong presenting and soft skills, as well as strong marketing management, logic, and problem-solving ability. Awarded for effectively meeting objectives, creating and executing budgets, establishing high-performing teams, and cultivating beneficial customer relationships



Work Experience

Sales & Marketing Executive

Since November 2022 Majestic Health Care Doha Qatar

- Maintain and grow relationships with current clients, ensuring their satisfaction and looking for opportunities to upsell or cross-sell.
- Create Marketing & Sales strategies to meet sales and revenue targets.
- Hold meetings with prospective customers to highlight the value proposition and benefits of the services.
- Keep up-to-date on industry trends, competitor behaviour, and customer preferences.
- Prepare and allocate the sales and marketing budget effectively, ensuring that resources are allocated correctly to meet goals.

Sales & Marketing Executive

From December 2019 to November 2022

Lentos Trading and Contracting CO." Smart Solution Services " Doha Qatar

- Developed and maintained relationships with key decision-makers.
- Generated proposals and driven customers engagement programs / developed innovative campaigns.
- Stayed up to date on industry trends.
- Tracked and reported on progress
- Conducted market research about consumer requirements, habits and trends

Sales & Marketing Executive

From August 2017 to October 2019 Sakka Pharma Supply Tunisia

- Sold the company's medications to doctors, pharmacists, and other relevant healthcare professionals.
- Built and maintained good business relationships with customers to encourage repeat purchases.
- *Researched* competitor's medications and their respective market performances.
- Handled customer queries, concerns, and complaints in a timely and professional manner.

Marketing & Sales Supervisor

From November 2015 to July 2017 La Fontaine Tunisia

- Managed Sales executives across the organization.
- Achieved monthly, and annual sales targets by successfully implementing sales and marketing strategies
- Maintained working relationships with existing clients to ensure that they receive exceptional service and Identified potential new sales opportunities.
- Collaborated with executives to align marketing efforts.

Education

Bachelor in Information and Communication Science and Technology

From October 2009 to June 2012
Higher school of IT Sciences and Technologie (ESSTHS) Tunisia

Master in Information and Communication Science and Technology

From October 2012 to March 2015
Higher school of IT Sciences and Technologie (ESSTHS) Tunisia

Certificates

Organizational Management Certification

May 2018
Higher Institute of Computing Mahdia Tunisia

Certified Administrative Professional

May 2012
National telecommunications company Tunisia

Soft Skills

- Sales Expertise
- Industry Knowledge
- Communication & Negotiation
- Customer-Centric Approach
- Market Awareness
- Microsoft Office
- Adobe Illustrator