

AYA RAHLI

International Business Manager / Business Engineering

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SCHOOL CAREER

November 2022- December 2024

Euridis Business School – Aix en Provence

IBM International Business Manager Masters – High
Technology Business Engineering

September 2018 – June 2021

University of Nice Sophia-Antipolis – ISEM

Bachelor of Economics & Management

September 2017 – June 2018

Honoré d'Estienne d'Orves High School – Nice

Diploma: Baccalauréat Scientifique specialising in Physics
and Chemistry

SKILLS

Microsoft Office

Chat GPT

CRM

Good interpersonal skills

Written and oral communication



LANGUAGES

French – Mother tongue

Arabic – Bilingual

English – Bilingual

Spanish – Professional competence

HOBBIES

Photography

Reading

Pastry

Dance



Buyer | Business Developer | Expertise in Customer Service and Social Selling | Multilingual

At 24, I already have solid experience in sales, customer service, purchasing and logistics. Passionate about multicultural environments and the challenges of international business, I'm looking for a visionary company where I can add value while continuing to develop.

Trained in Social Selling and proficient in digital tools, including ChatGPT, I'm equipped to identify and create opportunities online, while ensuring optimised process management.

My ambition ? To put my skills in customer management, digital sales and intercultural communication to work for a dynamic and committed team.

I'm currently actively looking for an enriching experience, so I'm ready to take on new challenges and contribute to the success of an international company.

CAREER PATH

November 2023 – November 2024

EQUATEUR FRUITS

International sales & development assistant / Junior Buyer

- Commercial prospecting
- Preparing offers
- Negotiating and drafting contracts
- Purchasing raw materials
- Search for new suppliers
- Logistics follow-up

January 2023 – March 2023

TOCCATA

B2B Business Developer – Toccata in Sophia-Antipolis

Prospecting (calls, emails, videoconferences) , Scrapping , Identifying B2B partners to develop brand awareness , Monitoring and setting up partnerships , managing a customer portfolio with excellent customer relations , canvassing new key account customers , preparing sales presentations and defining the approach strategy , mastering the Pipedrive CRM , file management , business intelligence

March 2022 – June 2022

ETIC

V.I.P. hostess :

Offering a personalised welcome service for VIPs. Accompaniment to VIP lounges, as well as personalised transport to event venues and rooms. Being in direct contact with passengers on the ground at all times to help them find their way around and take the necessary steps. Managing passenger flows and providing information. Guiding passengers from the entrance halls to the check-in desks. Accompanying passengers to boarding areas.

Décembre 2021 – Avril 2022

GALERIES LAFAYETTE

Luxury ready-to-wear sales assistant

Welcoming customers, handling cash receipts, monitoring stocks, gift wrapping, developing sales, building customer loyalty by offering the loyalty card, offering the Cofinoga payment card and maintaining the premises.

2021 – 2022

KIABI

Ready-to-wear saleswoman

Welcoming customers, handling cash receipts, monitoring stocks, gift wrapping, developing sales, building customer loyalty by offering loyalty cards, cleaning the premises.

July 2021

CHARLEEN

Welcome hostess

Welcoming passengers, informing them of flight changes, answering their questions and directing them to the appropriate department, ensuring that passengers comply with safety instructions, passing on complaints and assisting the elderly, people with reduced mobility or unaccompanied children.