

# Hamza BARARH



## EDUCATION

2012 - 2014

### ASSOCIATE DEGREE IN TRAVEL & TOURISM

Air Form, Rabat, Morocco - 2014

2012

### BACCALAUREATE IN SCIENCES

Lycée La Référence, Kénitra, Morocco

## SKILLS

- Sales & Customer Service
- Administrative Management
- Team Coordination
- Operational Planning
- Attention to Detail
- Organization & Adaptability
- Active Listening

## LANGUAGES

- Arabic (Native)
- French (Fluent)
- English (Fluent)

## PERSONAL

+212 7 06 05 14 39

hamza.bararh@gmail.com

Rabat - Morocco

DOB : 17 MAY 1993

## PROFILE SUMMARY

Motivated and results-oriented professional with over 9 years in sales, administration, and operations. Proven track record in managing administrative systems, coordinating teams, and delivering high-quality service to clients and government entities. Actively seeking an international opportunity to expand skills and contribute to business growth.

## EXPERIENCE

### MANAGER

October 2023 - Present

WEST BAY SARL - MOROCCO

- Directed overall business operations, including finance, HR, sales, and strategic planning.
- Developed and implemented business strategies to ensure growth and profitability.

### SALES EXECUTIVE

May 2023 - October 2023

MED.MA SARL - MOROCCO

- Prospected and developed new client accounts through on-site visits and strategic outreach.
- Negotiated contracts and closed sales deals directly with customers in the field.

### ADMINISTRATIVE MANAGER

June 2018 - May 2023

YACO CLEAN SARL - MOROCCO

- Managed administrative systems and workflows to ensure efficient daily operations
- Supervised administrative staff and coordinated office activities
- Implemented organizational strategies to improve performance and efficiency

### COMMERCIAL AND ADMINISTRATION

April 2015 - May 2018

### ASSOCIATE (CO-FOUNDER)

H&H NETTOYAGE SARL - MOROCCO

- Developed and executed business plans and strategies
- Managed technical and commercial bids for private and government clients

### SALES & OPERATIONS AGENT

April 2014 - March 2015

RAM HANDLING - MOROCCO

- Coordinated ground handling operations with commercial, technical, and onboard teams
- Passenger Check-in and Boarding Procedures