



# Achour Bellounis

Sales Strategist  
& Entrepreneurial Visionary

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Algiers, Algeria

## EXPERIENCE

### Graphic design and communication Freelance Designer

Self - Employed

06/2018 - Present

- Innovative Leadership:

Driven creative strategies for graphic arts and design in diverse sectors, enhancing brand and market positioning.

Strategic Investments

- : Pioneered investments in design, elevating brand identity and visual communication for diverse companies in different sectors.

- Collaborative Excellence:

Led cross-functional teams in executing visually appealing projects, consistently exceeding client expectations and driving differentiation.

### Financial Broker - Sales

Lavixo LTD ↗

12/2025 - 07/2025

- Advise clients on investments and financial products.
- Execute buy/sell orders in markets.
- Analyze markets and prepare reports.
- Ensure regulatory compliance (KYC, AML, etc.).
- Manage client accounts and documentation.
- Build and maintain client relationships.
- Develop new business and stay updated on market trends.

### Team leader

Healing Clinic ↗

04/2022 - 11/2023

- Strategic Direction:

Careful and strategic supervision of the French customer department, ensuring impeccable and satisfactory service.

- Skill Transfer:

Targeted education and sharing of knowledge, information and product updates, strengthening the team and the quality of service.

- Optimized Growth:

Ensured constant production growth through targeted methodologies, optimized resources and a highly motivated team.

## SKILLS

B2B Sales	Expert
Communication Skills	Expert
Salesforce	Expert
Relationship Management	Expert
CRM Software	Advanced
Market Research	Advanced
Negotiation	Advanced
HubSpot	Intermediate
Lead Management	Intermediate

## LANGUAGES

Italian	Basic
Turkish	Intermediate
French	Native
English	Fluent
Arabic	Native

## EDUCATION

### Graphic Design

INSIAG, Design and content creation

10/2019 - 06/2020

Professional degree

### International Relations

University of Algiers3

09/2017 - 06/2019

Master Degree

### of Political Science

University of Algiers3

10/2014 - 07/2017

Bachelor Degree

### **Sales representative**

Vitrin Clinic ↗

12/2021 - 04/2022

- **Comprehensive Monitoring:**

Actively followed up patients/clients in French and English during treatments and operations, ensuring continuous attention.

- **Clear Communication:**

Provided detailed necessary information, building trust through transparent and reliable communication.

- **Safety and Reliability:**

Ensured safe and reliable support, providing all necessary information to ensure the well-being and peace of mind of patients/clients.

### **Sales manager**

IBM Agency

06/2018 - 09/2021

- **Financial Evolution:**

Directed the financial evolution of the company, contributing to sound and progressive financial management.

- **Elaborate Marketing Plans:**

Created articulated marketing plans and strategies, adapted to different circumstances and objectives.

- **Global Vision:**

Offered a strategic perspective, balancing financial management with marketing initiatives for business success.