

WALID REJEB

Phone: +974 70 308 161 | **Email:** WALIDNF@YAHOO.COM | **Location:** DOHA

Summary

Seeking a challenging and rewarding position in a professional organization where I can leverage my extensive experience and interpersonal skills to achieve career advancement. I am dedicated to developing and implementing practical plans to contribute significantly to the organization's growth and success.

Professional Experience

IT Technician - ORANGE Telecommunications Corporation

Apr 2017 – 2025

- Sell and install all types of outdoor network and computing products related to Orange Corporation.
- Commercialize Orange telecommunication devices to the public and recommend products.
- Repair all types of indoor and outdoor Orange products.
- Utilize in-depth knowledge of hardware and software as a Computer Technician to ensure accurate installation and maintenance of equipment and machinery.
- Apply problem-solving skills to quickly address technical issues.
- Communicate clearly and concisely in tech support to help employees with technology questions and problems.
- Employ extensive knowledge of security measures to protect company data.
- Demonstrate motivation and attention to detail when addressing difficult and complex technical issues.

IT Technician - OOREDOO Telecommunications Corporation

Aug 2015 – Mar 2017

- Extensive computer installation and maintenance experience.
- Strong familiarity with workstation setup and computer hardware and software applications.
- Proficient in software packages of major clients.
- Superior skills in repairing peripheral computer equipment such as modems, printers, and scanners.
- Exceptional skills in installing and maintaining hardware and network cables.
- High troubleshooting and analytical abilities.
- Installed and maintained computer operating systems, hardware, and software packages.
- Provided technical assistance and resources on a regular basis.
- Verified fresh hardware and software for compatibility with company systems.
- Upheld technology procedures in coordination with information technology teams.
- Maintained and updated Windows operating system monitors, platforms, and network infrastructure.
- Oversaw new installation wiring projects.
- Responded to and resolved computer system problems as required.

Sales Representative and Customer Services - MIB Matériel Industriel pour la Bureautique

Jun 2013 – Aug 2015

- Discovered and handled customer concerns.
- Identified new opportunities, special developments for products and services, collected information and feedback through field activity, and coordinated with company staff.
- Advertised and sold multi-brand mobile phones (Sony Ericsson, Nokia, Samsung, Evertek, Huawei) and Brother printers to current and prospective customers.

- Enlarged the customer database to build loyalty and ensure product availability.
- Followed up on new leads and referrals, prepared presentations, proposals, and sales contracts.
- Developed and maintained relationships with current and potential customers.
- Followed up for payment collection, arranged shipping schedules, and managed merchandise delivery and services.
- Distributed SIM cards to points of sale, followed distribution, and collected contracts of Tunisia Telecom company products.
- Evaluated POS and managed them to maintain and improve activity.
- Sold electronic recharges and increased door-to-door distribution.
- Established and deployed special sales activities to reduce products in stock.
- Helped the company implement its marketing plans.
- Fulfilled other duties and responsibilities as assigned.

EPCS Department Manager - Ulysse Hyper Distribution Carrefour Market

Apr 2011 – Mar 2013

- Adapted the trade policy of the store to its radius, ensuring conformity with general store operations.
- Contacted suppliers to build relationships and gather product availability information for household appliances, photo communication sound, computers, televisions, and accessories.
- Placed orders and followed innovations in the high-tech market.
- Presented customers with the best products at competitive prices.
- Followed deliveries to ensure deadlines were met.
- Selected products for highlighting, controlled stocks, and managed inventory to prevent anomalies.
- Followed daily sales to ensure stock rotation, increased the department's share in store turnover, and oversaw sales progress and after-sales service.
- Led the team and motivated sellers to achieve goals.

- Trained sellers on all displayed products, assessed their knowledge, and specialized them in product types.
- Prepared appropriate schedules, defined objectives, and managed sales and daily tasks.

Sales Representative and Responsible for Recovery - Mediatec Gafsa Computer and Office Equipment Distribution

Oct 2009 – Mar 2011

- Commercial agent responsible for selling computers, printers, cartridges, and office equipment to public and private establishments.
- Contacted financial services to prospect products and services, identified tender launch dates, and participated in tenders.
- Delivered equipment to departments, managed delivery notes, deposited invoices with accounting, and provided monthly follow-ups for receivables collection.
- Recovered debts after financial order receipt from the State and made reminders throughout the year.
- Coordinated with the technical team to ensure maintenance and equipment upkeep.
- Developed intervention schedules to avoid misunderstandings and facilitate recovery.
- Read quarterly updates with the manager on customer sales, stock rotation, recovered debts, and overall performance.

Education

- **Web Developer Front-End Certificate** - 2022 (with some experience)
- **Certificate in Auto Diagnostics** - 2013
- **Computer Science Bachelor Degree** - 2010
- **Baccalaureate Certificate - Technology** - 2007

Skills

Software: MS Office, Citrix, Sirocco, Data Base System, Management **Technical Skills:** Technical Communication, Mailing, Coaching, Customer Relationship Management, Events Management, Logistics Planning, Team Building, Governance, Digital Marketing, Conflicts Management **Soft Skills:** Versatility, Responsibility, Ambition, Organization, Autonomy, Dynamism, Leadership, Motivation, Creativity, Reactivity, Adaptability

Languages

- **French:** Fluent
- **English:** Proficient
- **Arabic:** Native
- **German:** Basic

Extra-Professional Activities

- **Sport and Work** – Orange Football Team – Since 2016
- **Citizen for Municipal Accountability Committee** – Since 2018
- **JCI – LOM ISAEG** – Communication Adviser – 2018
- **Irada for Development Association** – Member – 2017

Various

- International Driving Licence
- First Aid Certification

Hobbies

- Sport
- Travelling

- Gaming
- Camping