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Oussama

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**SALES ENGINEER**

**6 years experience**

SKILLS

* Excellent in IT skills including MS power point presentation, Excel functions and Word
* Competent in computer science: Unix, Catia v5, Patran, Nastran, Femap
* IELTS English certificate (score B2 level)
* Mechanical engineering knowledge
* Sales and negotiation skills, building effective team, analytical ability
* Languages:English:Working proficiency

French:Bilingual proficiency

Arabic:Native proficiency

EMPLOYMENT HISTORY

**2015 - 2016 Store manager at Opulent perfumes (1 year)**

**London – UK**

“Opulent perfumes” is a retail trade company based in London, which sales different middle-eastern luxury perfumes brands. The store is located at Westfield shopping centre, the biggest shopping centre in Europe. During one year working, I increased turnover (£400K) of 15%.

My duties were:

* Sales of middle-eastern luxury perfumes and meeting target sales
* Overall care of staff and their well being
* Recruiting, workplace scheduling
* Handling customers issues or queries

**2012 - 2015 Mechanical engineer at EXcent Group (4 years)**

**Colomiers – France**

“Excent group” is an industrial group based in France, specialized in manufacturing handling tools for the aeronautical industry. The main principal customers were Airbus, EADS and Safran group. I worked four years for them and gained experience in sales negotiation and mechanical studies (metallic and aluminum structures, stress calculations, FE method).

My duties were:

* Sales of industrial handling tools for aircraft’s turbines (1-3 tonne/tool , €5-20K/tool)
* Interpreting customer requirements and specifications
* Analysing costs and sales
* Calculating client quotations
* Mechanical study (Finite element method)
* Meetings with clients, negotiation
* Technical presentation

**2011 Sales representative at Cyberfix31 (1 year)**

**Toulouse – France**

“Cyberfix31” is a retail trade company based in France which sales laptop computers, mobile phones and all additional accessories. During one year working, I increased turnover (€200K) of 20%.

My duties were:

* sales of laptop computers and mobile phones
* Meeting target sales
* Customer service
* Write quotes

EDUCATION

**2008 - 2010 Master’s degree in Mechanical engineering**

Paul Sabatier University – Toulouse/France

**2004 - 2008 Bachelor’s degree in Mechanical engineering**

Paul Sabatier University – Toulouse/France

INTERESTS

* Impact of nutrition on physical performance as a preventive therapy
* Frequent swimming and jogging
* Traveling (UK/1year, Dubai/1year, Jordan/5years, Saudi Arabia/4years, Morocco/2weeks, Tunisia/2weeks, Turkey/2weeks)

REFERENCES

Available on request