



# Wael CHAOUI

**Date of birthday :** 17 march 1990

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I'am intellectual and broad-minded global citizen. I gained experience in the field of foreign trade and export over a several of years abroad. Visiting many countries and getting to know many people from different cultures all over the world has given me a huge network that has allowed me to succeed.

I'am not the one who shies from challenges, instead I take them in stride and turns them into learning opportunities and a chance to grow not only on professional level but also personal. I'm also able to manage intercultural interactions well avoiding misunderstandings and conflicts, able to acquire skills in various occupations in short periods of time, and s open to learn more about other cultures and countries.

## PROFESSIONAL CAREERS

**Company :** Sabri Intenational Trading (MISRA OLIVE OIL)

**Post Occupied :** Executive Manager

**Date :** July 2020 - Current **Place :** Sfax - Tunisia

**Avticity :** Tunisian company specialized in producing and exporting olive oil

**Tasks :**

- \* Study the company's position and identifying strengths and weaknesses .
- \* Determine the company's goals .
- \* Develop a clear action plan to achieve the desired goals .
- \* coordinate between the back office and front office departments through focusing on the aspect of communication between all employees in order to avoid the problems of lack of information and misunderstanding to ensure the progress of work and keep the team work spirit .
- \* Applying my role in coaching and mentoring with all the employees and Work to develop their professional and personal skills .
- \* Develop our relationship as company with our regular customers and establish with them a new partnership through providing a special offers for them and exclusivity which are based on specific goals .
- \* Research and analyze new potential markets (the virgin market).
- \* Participation in international fairs to improve our customer networks and promote our brand picture in terms of products and services .
- \* Creating new business projects idea within the company by involving all employees in workshops .
- \* Coordination with government agencies and customs to ensure the export operations .

**Company :** Ilkesport

**Post Occupied :** Sales Manager

**Date :** Juin 2017 - july 2020 **Place :** Mersin - Turkey

**Avticity :** Ilkesport is a Turkish exporter company who manufactures artificial grass and supplies globally for both sports and landscaping .

**.Tasks :**

- \* Create a strategic sales plan to expands customer base and extends the global reach
- \* Rely on virtual communication channels and business trips visits .
- \* Meet with potential customers and grow long-lasting relationships by understanding their needs .
- \* Track , analyze and communicate key quantitative metrics and business trends as they relate to partners and customers
- \* Set objectives with the area sales manager , Training and monitoring their performance to ensure that assigned tasks and responsibilities are fulfilled.
- \* Ensure that company quotas and standards are met by holding check-ins with sales team to set objectives for the day and to monitor progress.
- \* Manage the monthly and yearly report and showcase it with the general manager .

**Company :** HOSTEL2HOSTEL

**Post Occupied :** Communication Responsible

**Date :** March - April - may 2017 **Place :** Belgarde - Serbia

**Avticity :** It's a new business-to-business online booking system that helps hostels connect to each other andenables reception-desk staff to recommend and reserve next accommodation for their guests as they are departing from the existing one.

**Tasks :**

- \* Develop and implement effective communication strategies that build customer loyalty programs, brand awareness, and customer satisfaction.
- \* Prepare digital campaigns, physical campaigns and marketing actions based on clear timeline .
- \* Plan and manage the design, content, and production of all marketing materials.
- \* Work with different marketing departments to generate new ideas and strategies.
- \* Supervise projects to guarantee all content is publication-ready.
- \* Create communication and marketing strategies for new products, launches, events, and promotions .
- \* Lad the marketing and public relations staff.

**Company :** Groupe Visions

**Post Occupied :** Marketing Responsible

**Date :** June 2015 - March 2017 **Place :** Sfax - Tunisia

**Avticity :** A group of Tunisian companies specializing in the field of construction and commercial construction based on the turnkey concept .

**Tasks :**

- \* Promote our service through a vurtiel and business campains .
- \* Evalate the contrubutions of the the marketing departemnts in the work progress .
- \* Prepare all the promotional materials technically ( The visual post-The brochures -The banners-The promotional videos ) .
- \* Coordinate with the media supports
- \* Represent the marketing team to cross-functional groups including product management, sales, or customer support
- \* Update The leadership body on the progress of marketing activities and reporting the campaigns results .

**Company :** Primavera Travel & Events

**Post Occupied :** Digital Community Management

**Date :** July 2014 - May 2015 **Place :** Sfax - Tunisia

**Avticity :** A travel agency specialized in hotel reservations, airline tickets, organizing conferences and organizing artistic concerts

**Tasks :**

- \* Serve as a point of contact for the company's social media platforms such as Facebook, LinkedIn, YouTube, Instagram, forum and blog
- \* Interact with community members and customers in a professional, personable, and timely manner to grow and keep the community alive.
- \* Work with the marketing, creative, and customer experience team to create high quality, engaging, relevant, and timely content.
- \* Manage the social media editorial calendar and ensure the content is published by the stipulated deadlines.

## EDUCATIONAL BACKGROUND

**Educational Institution:** Higher institute of arts and crafts of Sfax - Tunisia .

**Level:** Graduation Certificate of Audiovisual Design 2015 .

**Description :** We studied audiovisual, television and cinema design, and specialized in the field of advertising. We learned all technical means such as photography, editing video , lighting, sound, how to formulate a scenario, TV show preparation and realisation .

**Educational Institution:** Secondary Institute July 25 / 1957

**Level:** Baccalaureate Degree in Literature 2012 .

**Description :** We studied the history of Arabic, French and English literature. language , Grammar , Geography ,Foundations of Arab , French and English Society .

## PROFESSIONAL INTERNSHIP

**Company :** First National Television

**Period :** 3 month

**Description :** Live broadcast of football matches and work as a cameraman / Participate in the broadcasting process and work as an assistant director / Preparing sports and news programs, and working in the montage department .

**Company :** Production Company (Volcano Prod)

**Period :** 3 month

**Description :** Working in the montage department ( editing advertising videos ) .

## COMMUNITY VOLUNTEER EXPERIENCE

**Organization :** AIESEC Thyna - Tunisia

**Position occupied :** Vice President 2015/2016

**Organization :** Chamber of Commerce and Industry of Sfax

**Position occupied :** International Exhibition Organizer / 2015

**Organization :** AIESEC Atlas - Morocco

**Position occupied :** Global Citizen Volunteer / 2014

**Organization :** Scouts

**Position occupied :** Scouts Squad Leader 2007 / 2012

## LANGUAGES

**Arabic :** Native

**French :** Good

**English :** Excellent

**Turkish :** Beginner

## HOBBIES

Cooking

Playing dj

Swimming

Photography

Watching historical movies and series

## SKILLS

Leadership - Teamwork - Sales - Negotiation  
Adaptation to change - Solution oriented  
Enthusiasm - Data driven decision making  
Public speaking - Creativity - Management  
Interpersonal skills - Coaching and mentoring  
Communication - Growth mindset

## COMPUTER

Microsoft Office  
Adobe Illustrator  
Adobe Photoshop  
Adobe After Effect  
Adobe Premiere Pro

## ACHIEVEMENT AND SUCCESSES

Honor certificate from aiesec for providing training to the members 2020 .

Certificate of the best employee 2018 with ilkesport company where the value of sales i made was about 3 million dollars .

Certificiate of the best employee 2016 with GROUPE VISIONS company .

Honor certificate from Alaakhawayn american univercity for my contrubition to success of the summer comps as the best global volunteer 2014 .

Medal of honor from the internazional organization of tunisian scouts 2013 .

