

## Business Development Manager

34 years old  
Driver's License

### CONTACT

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### Master Business Administration

Global Business School Barcelona

2018 to 2019

### Master in Global Communications

American University of Paris

September 2006 to 2009

### Bachelor in International Business Administration

American University of Paris

September 2003 to June 2006

### French Baccalauréat

Lycée Descartes Rabat

2003 to June 2003

### SKILLS

#### Languages

- Arabic (fluent)
- French (fluent)
- English (Fluent)
- Spanish (Fluent)
- Italian
- German (Notion)
- Chinois ( Notion)

#### IT skills

- Microsoft Works
- Final Cut Pro- Sony Vegas
- CRM

### EXPERIENCE

#### Football Consultant

Passion Barca - Since 2017



- Online WEB Tv and news media on Facebook with 92 175 followers with a weekly Show
- TV Guest consultancy for Radio (RTM) and TV ( TeleMaroc)

#### Business Development Manager

CMAIS - Since September 2015 - Full-time - Rabat



- Monitoring social Media activity for the Moroccan Football Federation
- Providing meeting ground for business deals
- Reaching Out to Contacts to Cultivate Business
- Customer Relationship Management
- Consulting in Communication strategy

#### Associate

THOR CONSULTING - Since January 2019

- Intermediation and brokerage business support
- consulting companies in commercial development for sales of energy commodities

## Senior Manager

International Moroccan Conglomerate - July 2014 to April 2016 -  
Full-time - Rabat - Morocco



- Establishment of corporate strategy
- Management of assets
- Internal Process Implementation
- Budgeting/ Forecasting
- Business plan study and validation
- First internal audit report realisation
- Managing team of 5 collaboratos

## Marketing & Communication Manager / Business Development Manager



BULL - July 2012 to June 2014 - Paris - France

- Implementation of Corporate Marketing Strategy to Business Security Division
- Sponsorship stragety for sport event ( Olympic Games)
- Business Develloperment in the MENA region
- Production of Marketing & communication content
- Organisation of Events/ Seminar/Exhibition

## Private Consultant

Consultancy - January 2012 to May 2012 - Paris - France

- Market and Economic Intelligence  
Aurore Trading : Gold Bullion Trading.
- Business Plan bulding :  
Drapor : Consultancy in crisis communication and PR campaign.
- Business Networking :  
Techno-Science Instruments : Market and Economic Intelligence for green business energy in Qatar.

## Translator and Assistant coach of Oscar Fullone

KENITRA ATHLETIC CLUB - August 2009 to April 2010



- Assistant coach for tactical training sessions
- Live Translator
- Preparation of games and opponent analysis

## Executive Director of Rabat Center

International Center for Strategic Affairs -  
August 2009 to February 2010 - Rabat - Morocco



- Management of center activites
- Public Relations and Communication planning
- Partnership Develloperment in MENA region

## Public Relations and Communication assistant

Morrocan Minister of Foreign Affairs - January 2009 to May 2009 -  
Apprenticeship - Rabat - Morocco



- Assistant for press review production
- Assistant for Conference Organisation
- Website content production

## Marketing & Communication Assitant

ATTIJARI-WAFABANK - December 2006 to July 2007 -  
Cooperative Education Work - Paris - France



- Operational Marketing
- Marketing Mailing

- Radio Communication Campaign

## INTERESTS

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### Reading

- Sport management
- Coaching
- Politics / Diplomacy
- Psychology
- History

### Travel

- Africa (Morocco, Tunisia , Gabon)
- Asia ( SaudiArabia , UAE , Qatar Thailand , Phillipines )
- America (USA,Canada, Dominican Republic)
- Europe( Portugal, Spain, France, Switzerland,Belgium, Italy, Holland, Germany, Austria, Czech Republic, Russia )

### Sport

- Football
- Mixed Martial Arts
- Golf