



ALI BELLAHCENE

Date of birth: 12/09/1973

Nationality: Algerian

Gender: Male

CONTACT

City has annane commune
beni zmenzer Tizi Ouzou,
Algeria (**Home**)

(+213) 796593693

alibellehcene99@hotmail.com

I PRESENT

I am able to adapt easily and quickly to working methods, aware of my professional and relational qualities. I am looking for a job that will allow me to pursue my professional career.

PROFESSIONAL EXPERIENCE

2017 – ONGOING Algeria

Export Manager Sarl COPREX

1. Business development: the export manager is often responsible for the growth of the company on an international scale. He/she must identify potential foreign markets and develop strategies to enter these markets.
2. Logistics and supply chain planning: the export manager must ensure that the products are delivered on time and in good condition. He/she must plan transport routes, delivery times and payment methods.
3. Knowledge of international regulations: the manager export must know the regulations and laws that govern international trade. He/she must ensure that the company complies with all regulatory and customs requirements.
4. Negotiation of contracts: the export manager must negotiate contracts with foreign business partners, including suppliers, distributors and agents.
5. Development of marketing strategies: the export manager must develop marketing strategies for the company's products in foreign markets. He/she must ensure that the products are adapted to the tastes and needs of foreign consumers.
6. Customer relationship management: the export manager must maintain good relations with existing and potential customers abroad. He/she must respond to enquiries, complaints and problems in a prompt and professional manner.
7. Risk assessment: the export manager must assess the risks associated with international business transactions. He/she must ensure that the company takes appropriate measures to minimize these risks.
8. Management of the export team: the export manager can be responsible for managing a team of export professionals. He/ she must ensure that the team is motivated, well trained and well supported to achieve the business objectives of the company.

2015 – 2017 Algeria

Project manager International firm of economic studies

1. Project planning and implementation officer: the project manager is often responsible for planning, implementing and supervising projects. He/she must coordinate the different stages of the project, allocate the necessary resources and ensure that deadlines and objectives are respected.
2. Data analysis: the assignee often needs to collect and analyze data to help make informed decisions. He/she must be able to understand trends, detect potential problems and recommend solutions.

3. Strategizing: The engagement manager may be responsible for developing strategies to help an organization achieve its goals. He/she must be able to assess the strengths and weaknesses of the organization and recommend approaches to maximize opportunities.
4. Project management: the project manager may be responsible for managing one or more projects. He/she must coordinate the activities of team members, communicate effectively with stakeholders and ensure that projects are completed on time and within budget.
5. Research and monitoring: the project manager must be able to gather relevant information on market trends, regulations and best practices. He/she should also monitor political, economic and social developments to ensure that the organization is informed of significant changes.
6. Communication: the project manager must often communicate with stakeholders external and internal. He/she must be able to present complex information clearly and concisely, convince stakeholders of the benefits of a particular approach and negotiate agreements.
7. Evaluation of results: the project manager must be able to evaluate the effectiveness of the projects, programs and initiatives that he oversees. He/she must be able to measure results, identify gaps and recommend improvements.

2013 – 2015 Algeria

International Market Prospector Canadian Trading Company

1. Market research: the international market prospector must carry out research depth on foreign markets to identify trends and opportunities. He/she must analyze the economic, demographic, political and cultural data of the different countries and regions to determine their commercial potential.
2. Assessing competitors: The international market prospector must also monitor the activities of competitors in foreign markets. He/she must understand the strengths and weaknesses of competitors and compare them to the company's products and services to determine competitive advantages.
3. Identification of business opportunities: the international market prospector must identify specific business opportunities for the company in foreign markets. He/she should look at emerging markets and high growth sectors to determine where the business can grow.
4. Risk assessment: The international market prospector must assess the potential risks associated with entering foreign markets. He/she must understand the risks related to cultural differences, regulations, tariff and non-tariff barriers, as well as political risks.
5. Strategy development: the international market prospector must work closely working with the company's management team to develop foreign market entry strategies. He/she must recommend approaches to achieve the company's business objectives.
6. Development of partnerships: the international market prospector must also establish partnerships with foreign companies and organizations to support the company's entry into foreign markets. He/she must identify potential partners and negotiate partnership agreements.
7. Communication: the international market prospector must communicate effectively with the company's internal teams as well as with foreign business partners. He/she should present the results of market research, identified business opportunities, recommended strategies and negotiated partnership agreements.

2013 – 2014 Algeria

Plumber Private sector

1. Installation of plumbing equipment: the plumber installs and connects the plumbing equipment plumbing such as pipes, faucets, basins, sinks, bathtubs, toilets and showers. He/she must ensure that the installations comply with the safety and regulatory standards in force.
2. Repair of plumbing equipment: the plumber carries out repairs on the plumbing fixtures not working properly. He/she must diagnose plumbing problems and propose effective solutions to solve them.
3. Maintenance of plumbing equipment: The plumber performs regular maintenance tasks on plumbing equipment to prevent breakdowns and leaks. He/she can clean the pipes, replace worn seals, flush hot water systems and perform other maintenance tasks.

4. Identification of plumbing problems: the plumber must be able to quickly identify plumbing problems, such as water leaks, blocked pipes, water pressure problems, drainage problems, etc. . He/she must be able to use diagnostic tools to locate plumbing problems.
5. Reading plans: the plumber must be able to read and interpret construction plans to correctly install plumbing equipment in buildings. He/she should understand the symbols and conventions used in building plans.
6. Use of tools and equipment: the plumber must be able to use a wide variety tools and equipment to install, repair and maintain plumbing equipment. These tools can include adjustable wrenches, pliers, augers, pipe cutters, torches, hammers, spirit levels, etc.
7. Compliance with standards and regulations: the plumber must comply with the safety standards and regulations in force to guarantee the safety of people and property. He/she must also comply with environmental standards in the use of materials and chemicals.

2014 – 2014 Algeria

Private Painter

1. Preparation of surfaces: the painter prepares the surfaces to be painted by cleaning them, sanding them, scraping them and stripping them if necessary. He/she should also protect areas not to be painted with tape, drop cloths, etc.
2. Selection of materials: the painter selects the appropriate painting materials according to the type of surface to be painted and the requirements of the client. He/she can also advise clients on color choices and paint finishes.
3. Preparation of the paint: the painter prepares the paint by mixing the pigments and solvents according to the manufacturer's instructions. He/she may also add additives to modify the texture or durability of the paint.
4. Application of the paint: the painter applies the paint to the surfaces using brushes, rollers, paint guns or other suitable tools. He/she should apply the paint evenly to avoid runs, smudges and air bubbles.
5. Repairing surfaces: the painter can repair damaged surfaces before painting them, by filling holes, cracks and scratches with fillers or fillers. He/she must also smooth uneven surfaces to obtain a smooth and even surface.
6. Cleaning and maintenance of tools: the painter must regularly clean and maintain his tools to ensure their proper functioning and longevity. He/she must clean brushes, rollers and paint guns with appropriate solvents and store them in dry and clean places.
7. Compliance with safety standards: the painter must comply with safety standards by using personal protective equipment such as masks, gloves and protective goggles. He/she must also follow safety rules for the storage and disposal of materials and chemicals used in the course of his/her work.

2010 – 2011 Algeria

Company seller Renault Algeria SARL DBS

1. Prospecting potential customers: the business seller must identify and contact potential customers to present the company's products or services. He/she can use different means of prospecting such as telephone, e-mail or social networks.
2. Presentation of products or services: once contact has been established, the business seller must present the company's products or services to potential customers. He/she should explain the benefits and features of products or services and answer customer questions.
3. Sales Negotiation: The business seller must negotiate the terms of the sale with potential customers, such as price, payment terms, and delivery terms. He/she must also close the sale ensuring that all conditions are met.
4. Sales follow-up: After the sale, the business seller must follow up with the customer to ensure that the products or services have been delivered according to the agreed terms and that the customer is satisfied. He/she can also propose additional offers or contract renewals to build customer loyalty.
5. Reporting: The business seller must keep up-to-date reports on their sales activities, such as contacts made, offers sent, sales made, etc. These reports allow the company to track business activity and analyze the results.

6. Participation in commercial events: the business seller can participate in business events such as trade shows or networking events to meet potential new customers and showcase company products or services.
7. Competitive intelligence: the business seller must be able to analyze the competition and propose solutions to improve the company's position in the market. He/she must also be able to detect market trends and adapt the business strategy accordingly.

2010 – 2011 Algeria

Commercial laboratory loader Renault Algeria SARL DBS

1. Receipt and processing of samples: the commercial laboratory shipper receives the customer samples and processes them according to the laboratory procedures in place. He/she can also carry out specific tests at the request of the client.
2. Use of laboratory equipment: The commercial laboratory loader uses a variety of laboratory equipment to prepare, process and analyze samples. He/she must be able to follow proper safety protocols and instructions to properly use this equipment.
3. Analysis of the results: once the samples have been processed, the commercial laboratory loader analyzes the results and interprets them. He/she may also be responsible for writing results reports for clients.
4. Maintenance of equipment: The commercial laboratory loader must ensure that laboratory equipment is well maintained and functioning properly. He/she may also be responsible for ordering laboratory supplies or monitoring stock levels.
5. Adherence to Safety Standards: The commercial lab loader must adhere to laboratory safety standards and follow appropriate safety protocols for handling specimens and using laboratory equipment.
6. Communication with customers: Commercial lab loader communicates regularly with customers to provide updates on samples and test results. He/she can also answer questions and provide advice on laboratory procedures.
7. Collaboration with the laboratory team: the commercial laboratory loader collaborates with the laboratory team to ensure that procedures are followed and that samples are processed correctly. He/she may also be responsible for training new team members.

2009 – 2011 Algeria

Marketing and Public Relations Manager Renault Algeria SARL DBS

1. Development and implementation of a marketing strategy: The marketing and public relations manager is responsible for developing a marketing strategy that will promote the company's products or services to potential customers. He/she must also ensure that marketing campaigns are effective and profitable.
2. Development of brand awareness: the marketing and public relations manager is responsible for developing the awareness of the company's brand with the general public, current and potential customers, and the media. He/she may organize public relations events, press conferences, seminars and other activities to promote the brand.
3. Planning and implementation of advertising campaigns: The marketing and public relations manager is also responsible for planning and implementing effective advertising campaigns. He/she must choose the most suitable and profitable advertising channels to reach potential customers.
4. Creation of marketing content: the marketing and public relations manager must create quality marketing content for the various communication channels used by the company (website, social networks, brochures, etc.). He/she must also oversee the production of marketing content by marketing team members.
5. Media Relations Management: The Marketing and Public Relations Manager must manage media relations by working closely with journalists and bloggers to obtain positive coverage of the company. He/she can also organize meetings with the media to present new products or services.
6. Online reputation management: The marketing and public relations manager must monitor the company's image on social networks and other online channels and respond quickly to negative comments or customer complaints.

2008 – 2009 Algeria

Commercial agent Renault Algeria SARL DBS

1. Commercial prospecting: the commercial agent must seek potential customers using methods such as online research, social networks, professional events, etc. He/she must also assess the needs of potential customers and offer them suitable solutions.
2. Presentation of products or services: the sales agent must present the company's products or services to potential customers by highlighting their advantages and characteristics. He/she must also answer customer questions and provide them with detailed information.
3. Commercial negotiation: the commercial agent must negotiate the terms of the sales contract with the potential customers, in particular the price, delivery times, terms of payment, etc. He/she must also ensure that contracts comply with company policies and procedures.
4. Sales follow-up: the sales agent must follow up on sales by contacting customers potential customers after the sale to ensure their satisfaction and to offer them additional products or services.
5. Reporting: the commercial agent must draw up regular reports on his activity including number of potential customers contacted, number of sales made, performance against set goals, etc.
6. Competitive intelligence: The commercial agent must monitor the activities of the company's competitors, in particular the products or services they offer, their sales strategies, their prices, etc. He/she must also propose actions to improve the company's position on the market.
7. Customer relationship: the sales agent must maintain a good relationship with current customers and business potential. He/she must answer their questions and concerns, advise them and accompany them throughout the sale.

2007 – 2009 Algeria

Marketing and Public Relations Manager Journal Algérie News français / Newspaper El djazair Arabic News

1995 – 2005 Algeria

Press photographer and cameramen Journal Algérie News français / Journal El djazair News arabe

1. Take photos to illustrate news articles
2. Cover news and reporting events such as demonstrations, conferences press, official ceremonies, etc.
3. Take photos of public figures for publications
4. Work closely with journalists to ensure images are accurate with the text
5. Select and edit photos for publication in the media
6. Film events and reports for television and other media
7. Use professional cameras and other production equipment to obtain high quality images
8. Edit and edit video footage for the media
9. Work closely with journalists to ensure images are consistent with the text
10. Cover events such as interviews, press conferences, sports matches, etc.

2004 – ONGOING Algeria

Company Manager and Export Promotion Sarl COPREX

1. Develop an export strategy for the company
2. Identify potential foreign markets for the company's products
3. Assess competition in foreign markets and develop strategies to deal with them
4. Establish partnerships with distributors, agents, importers and customers potential in foreign markets
5. Manage business relations with the company's international partners
6. Negotiate the terms of export contracts with foreign partners
7. Develop marketing and promotion plans for the company's products on the stairs strangers

8. Participate in international exhibitions and trade fairs to promote the products of the company
9. Manage logistics operations for the export of products, including the management of formalities customs, transport, inventory management, etc.
10. Monitor trends and regulatory changes in foreign markets, and advise the company on the necessary adaptation strategies.

2001 – 2004 Algeria

Manager of shopping and craft center Shopping center in Tizi Ouzou

1. Manage the rental of commercial spaces and the allocation of stands to craftsmen and tradespeople
2. Develop and implement marketing strategies to promote the mall or the craft market
3. Plan and coordinate promotional events, such as exhibitions, fairs, shows, concerts, etc.
4. Manage contracts with tenants and service providers, such as cleaning services, security services, electricity suppliers, etc.
5. Manage the budget of the mall or craft market, and ensure that costs are mastered
6. Supervise the maintenance and repair activities of the equipment and facilities of the mall or craft market
7. Manage complaints and claims from customers, tenants and suppliers, and resolve problems that arise
8. Ensure that the mall or craft market complies with safety and public health standards
9. Identify opportunities to improve the customer experience, and implement improvements
10. Collaborate with local actors to promote the shopping center or craft market with the local community.

1999 – 2000 Algeria

Sales representative and yellow page Sales and communication agency COMPAS Algeria

1. Prospect new customers to sell advertising space on the yellow pages and other communication media
2. Develop relationships with existing clients and manage their client portfolio
3. Present the different advertising options available, and advise clients on the advertising strategy best suited to their needs
4. Establish quotes and contracts with clients
5. Ensure the follow-up of the realization of the advertising campaigns and ensure that the customers are satisfied
6. Collect advertising campaign performance data for analysis and reporting to clients
7. Manage disputes and complaints related to advertising campaigns
8. Collaborate with internal teams to ensure the quality and relevance of published content
9. Participate in fairs and events to promote the yellow pages and other advertising materials of the company 'business.

1997 – 1999 Algeria

Photographer trainer in graphic arts Agence mirage press and advertising

1. Plan and organize training programs for photography and fine arts students graphics
2. Teach the techniques of photography, image processing and digital printing, as well as that the concepts of composition and aesthetics in graphic arts
3. Develop personalized training programs for students according to their needs and professional goals
4. Encourage students to develop their creativity and their ability to solve problems by photography and graphic arts

5. Assess students' progress and provide them with constructive feedback to help them improve their skills
6. Organize workshops, seminars and conferences for students to expose them to current trends and the latest techniques in photography and photography graphic arts
7. Collaborate with other industry professionals to identify training needs and professional development opportunities
8. Maintain a technology watch to ensure training programs are up to date and relevant to the latest industry trends and innovations.

1994 – 1996 Algeria

Assistant cook Restaurant in Tizi Ouzou

1. Assist the chef and other members of the kitchen team in the preparation of ingredients for dishes
2. Peel, chop, cut, wash and prepare food according to recipes and instructions data
3. Watch the dishes being cooked to avoid any risk of burning or overcooking
4. Participate in setting up the kitchen by preparing the necessary utensils and equipment before the start of each service
5. Clean the work surfaces, kitchen utensils, equipment and kitchen premises after each service
6. Respect the hygiene and food safety standards in force and ensure the cleanliness of the food
7. Store ingredients and kitchen equipment following the instructions of the chef
8. Assist in the management of food stocks and inventories by reporting missing products or in excess
9. Assist in the preparation of dishes for fast food or catering services collective.

EDUCATION AND FORMATION

1979 – 1985 Algeria

Primary school certificate alma school in tizi ousou

Address Algeria

1985 – 1988 Algeria

Certificate of average studies CEM alma in tizi ousou

Address Algeria

1988 – 1991 Algeria

Secondary school certificate Boukhalfa high school in tizi ousou

Address Algeria

1993 – 1995 Algeria

Internship press photographer and cameramen Mirage press and advertising

Address Algeria

LANGUAGE SKILLS

MOTHER LANGUAGE(S): Kabyle

Other languages):

Arab

Oral
comprehension
C2

Written
comprehension
C2

Continuous oral
expression
C2

Oral interaction
C2

Writing
C2

French

Oral comprehension

A2

Written
comprehension

A2

Continuous oral
expression

B1

Oral interaction
B2

Writing
B2

English

Oral comprehension

A2

Written
comprehension

A1

Continuous oral
expression

A1

Oral interaction
A2

Writing
B2

DIGITAL SKILLS

Microsoft Powerpoint Microsoft Excel Microsoft Word Microsoft Office Skype Google Drive Fac ebook Outlook Power
Point Instagram YouTube Gmail Google Docs

ADDITIONAL INFORMATION

Driver's license



Driving license: B

Hobbies and interests



Sport music and travel