



NABIL KARTI

Business Development Representative

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📅 August 17, 1983
📍 Morocco
🇩🇪 German/Moroccan
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SKILLS

Communication Skills

Leadership

HR Management

Coaching, Mentoring

CRM Salesforce

SAP ERP

Digital Marketing

Microsoft Office

Power BI

LANGUAGES

German

Arabic

English

French

PROFILE

Key Strengths:

- **Seasoned Business Development Professional:** 12+ years of experience across diverse industries, demonstrating a broad understanding of market dynamics and growth strategies.
- **Talent Development Advocate:** Proven ability to coach and mentor employees, fostering their professional growth and unlocking their full potential.
- **HR Expertise:** Skilled in crafting impactful personnel strategies and nurturing talent within organizations.

Additional Skills:

- **German Language Proficiency:** Certified German teacher, offering a unique and valuable asset for international business development or talent recruitment focused on German-speaking markets.

PROFESSIONAL EXPERIENCES

Business Development Representative

Feb 2024 - Present

Leyton, Casablanca

- Lead generation and prospecting
- Relationship development and account management
- Sales presentation and proposal

Corporate German Trainer (Remote)

Present

Académie Allemande, Casablanca

- Deliver live video training sessions to a group per session
- Write lesson reports to the learner groups to document what was covered in each session

Continuing professional development (CPD)

Mar 2023 - Dec 2023

IBB - Weiter mit Bildung, Essen

Sales Manager B2B

Sep 2018 - Mar 2023

Vodafone Enterprise, Recklinghausen

- Sales opportunity identification and maximization, customer retention enhancement, goal-driven leadership, appealing sales environment, efficient task handling, POS expertise.

I consent to the processing of my personal data for the purpose of recruitment for the position to which I am applying.

CERTIFICATES

Additional qualification for teachers of German as a foreign language DaF/DaZ
Jul 2023
IBB WEITER MIT BILDUNG-ESSEN

Diploma in English Language Studies for Business and Tourism
Jul 2023

Social Media Manager (IHK)
Jun 2023

Professional Emotion, Life/Business Coach (Alison)
May 2023

Moralities of Everyday Life
May 2023
Psychology (University of Yale)

Digital Marketing Manager
May 2023
Hubspot Academy

Digital Marketing & E-commerce Certificate
Apr 2023
Google

REFERENCES

Vodafone West GmbH
Düsseldorf
+49 800 - 172 1212

Dell Technologies - Morocco
Casablanca
+212 5225-09700

Bestseller Retail Textil GmbH
Mönchengladbach
+49 2161 4 06 07 60

Inside Sales Representative D-A-CH B2B

Apr 2016 - Jul 2018

Dell Inc., Casablanca

- Proactively identify distributor needs, collaborate on order management and problem resolution, provide timely updates and communication, offer training and coaching for the service upgrade team, and ensure comprehensive product/service information provision.

Customer Service Representative D-A-CH

Jan 2016 - Apr 2016

Uber, Casablanca

- Addressing customer inquiries and issues through various channels, resolving problems and complaints, handling orders and returns, offering product/service guidance, and ensuring accurate customer data management.

Retail Store Manager

Aug 2014 - Dec 2015

Desigual INTS It's not the same Germany GmbH, Ochtrup

- Overseeing daily business operations, including sales monitoring, inventory management, and operational efficiency, while managing employees, implementing sales and marketing strategies for growth, ensuring customer satisfaction, and maintaining compliance with company policies and regulations.

Retail Store Manager

May 2010 - Jun 2014

Bestseller GmbH, Essen

- Managing personnel through hiring, training, evaluation, and motivation, overseeing inventory management, ensuring excellent customer service, monitoring business development and finances, and implementing sales promotion campaigns to drive store growth and revenue.

EDUCATION

Diploma in Mental Health

Dec 2023

Alison Academy

Diploma in Human Resources (HR)

Jul 2023

Alison Academy

Wirtschaftswissenschaften

Oct 2005 - Sep 2012

University Duisburg-Essen, Essen

Diploma Economics (Dipl.-Öko.)

DSH (German language examination for university entrance)

Sep 2003 - Jun 2005

Universität Duisburg-Essen, Essen

Baccalauréat

Jun 2003

high school, Kenitra, Morocco