




Soulayma Slim


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Nationality: Tunisian


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ABOUT ME

I am an International Commercial with a proven track record in surpassing sales targets and driving business growth. Experienced in prospection, business development, and sales, I have developed my analytical thinking, negotiation, and communication skills to build strong business relationships in a fast-growing environment. I'm always seeking new challenges. Ready to learn, improve my skills, and broaden my professional horizons.

WORK EXPERIENCE

01/11/2021 - CURRENT Sousse, Tunisia

● **International Commercial** OZEOL International

- Prospecting potential business partners from international markets to enrich the company's database using fair books, online websites, business cards, and social media platforms. In 2022 I successfully expanded the company's database by incorporating an additional 1080 prospective suppliers.
- promoting company concepts and attracting suppliers through effective marketing strategies and strong relationship building. With a proven track record in driving business growth and expanding supplier networks.
- Profiling the suppliers into categories of low-potential and high-potential based on their respective products and activities.
- Examining market tendencies and identifying products with the highest potential for successful sales
- Conducting sales statistics.
- Establishing advanced negotiations on pricing and conditions with vendors.
- Surpassing objective targets by 138% in 2022, and 529% in the first half of 2023, thereby achieving the highest turnover ever recorded by a commercial entity within the Company.

EDUCATION AND TRAINING

09/2018 - 06/2021 Tunis, Tunisia

● **A university degree in English language literature and civilization.** Faculty of Humanities and social sciences

2018 Sousse, Tunisia

● **A high school diploma in Experimental Science.** Riadh High School

LANGUAGE SKILLS

MOTHER TONGUE(S): Arabic

Other language(s):

English

Listening C1

Reading C1

Writing B2

Spoken production C1

Spoken interaction C1

French

Listening B2

Reading B2

Writing B1

Spoken production B2

Spoken interaction B2

Spanish

Listening A2

Reading A2

Writing A1

Spoken production A1

Spoken interaction A2

Levels: A1 and A2: Basic user; B1 and B2: Independent user; C1 and C2: Proficient user

DIGITAL SKILLS

CRM (Synthesi Software) | Use of communication programs (Mail, Google Meet, Zoom, Skype) Use of Email (Yahoo Mail, Gmail) | Microsoft Office (Outlook, Excel, Word, PowerPoint)

ADDITIONAL INFORMATION

Communication and interpersonal skills

- **Market Analysis** conducting thorough market analyses to identify trends and opportunities for informed business decision-making.
- **Product Knowledge** Extensive product knowledge and expertise in effectively communicating features and benefits to drive sales and exceed customer expectations.
- **Communication Skills** Exceptional communication skills, adept at expressing ideas with clarity and building rapport with diverse individuals, fostering seamless collaboration and achieving shared goals.
- **Sales and Relationship Building** Experienced sales professional with a talent for building strong relationships. I use my exceptional people skills to connect with clients and deliver impressive results.
- **Problem-Solving** Skilled problem-solver adept at finding creative solutions to challenges.
- **Team Collaboration** Collaborative team player who excels in working together towards shared goals.
- **Adaptability** Highly adaptable individual with a strong ability to thrive in changing environments.

Projects

2020 - 2020

- **CYC (Creative Youth Club)** I was one of the co-founders of the CYC club in 2020. The club was sponsored by the USAID organization and the local youth center of Sousse. Our main goal was to provide a secure and supportive environment for young people to develop their skills and explore various activities such as sports, dance, and painting.