



Mrs Ihssane Bouhyaoui

International Marketing Manager

A polyglot with Master's degrees in Marketing, International Business and Finance, I bring cross-cultural awareness and adaptability to my career. I've honed my exceptional communication skills through experience in customer service, marketing, and sales, demonstrating strong organizational and meticulous attention to detail. Solution-minded and creative, I have a strong affinity for new technologies. My stress-resistant nature allows me to excel in dynamic environments. I eagerly anticipate contributing to your team's success and am open to relocation.

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Brussels, Belgium 

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WORK EXPERIENCE

International Marketing and Sales Manager CONFORMIS INC

12/2021 - Present Brussels, Belgium

Leading American manufacturer in personalized knee and hip solutions.

Achievements/Tasks

- Global experience in marketing and sales.
- Strong leadership and cross-cultural skills.
- Analytical thinking and adaptability.
- Proficiency in problem-solving and technology.
- Ethical, results-oriented, and well-organized management.
- Travel and manage international projects.

Sales Consultant Bechtle

07/2020 - 12/2021 Brussels, Belgium

Leading German IT company working with European Institutions

Achievements/Tasks

- Prospect and engage clients.
- Understand client needs.
- Present and sell products/services.
- Negotiate and close deals.
- Maintain client relationships.
- Offer post-sale support.

EMEA Customer Relations Manager TERUMO BCT

08/2017 - 07/2020 Zaventem, Belgium

Global Japanese/American Healthcare company

Achievements/Tasks

- Strong cross-cultural communication.
- Exceptional customer focus.
- Problem-solving and negotiation skills.
- Sales and upselling abilities.
- Organizational and analytical thinking.
- Adaptability and crisis management.
- Results orientation and ethical conduct.

SKILLS

Communication Skills

Problem-Solving

Public Speaking

Adaptability

Leadership Qualities

Technical Proficiency

Analytical Skills

Teamwork

Digital Marketing

Professional Excellence

Office 365

SAP/Oracle/Navision

HTML/CSS

Social Media

VOLUNTEER EXPERIENCE

Volunteer NGO Quinoa

06/2012 - 08/2012

Porto-Nuovo, Benin

Project aimed at empowering women by facilitating access to microloans and financial resources.

LANGUAGES

French

Native or Bilingual Proficiency

English

Native or Bilingual Proficiency

Dutch

Professional Working Proficiency

Chinese

Professional Working Proficiency

Arabic

Professional Working Proficiency

SUPPORTED CAUSES

Social Justice

Education

Environment

INTERESTS

 Traveling

 Family

 Nature

 People

 Food

 DIY projects

WORK EXPERIENCE

International Sales Advisor **ISFIN - Emerging Markets Advisors**

08/2017 - 07/2020

Brussels, Belgium

Belgian startup company with global network

Achievements/Tasks

- Engaging with international customers and conducting market research.
- Delivering sales presentations, negotiating contracts, and achieving sales targets.
- Adapting strategies for global markets and business development.
- Overseeing project management, recruitment, and training.
- Planning events and fostering networking and relationship building.

REFERENCES

Provided on request.

"Fueled by a love for travel and creativity, I passionately explore new horizons through journeys and culinary experiments. My career commenced at the age of 16, instilling a strong work ethic, and internships in China (2011 and 2013) and Singapore (2014) honed my project management skills. These experiences have ignited a profound passion for collaborative work, excellence, and a deep affinity for challenges in all that I do."

Sincerely Yours : Ihssane

CERTIFICATES

Courses in International Trade at EFP Brussels
(06/2014 - 09/2015)

Import-Export Program at Brussels Invest & Export
(10/2015 - 12/2015)

EDUCATION

Bachelor and Master in Languages **(EN/ZH/FR)**

ILMH (near European Parliament)

09/2009 - 06/2014

Brussels, Belgium

Courses

- Multidisciplinary Orientation with focus on Legal and Economics.
- 6-month Erasmus at SISU (Shanghai International Studies University) in China.
- Thesis: translation of the biography of the Shanghai gangster Du Yuesheng from ZH into FR
- Graduated with great distinction.

Executive Master in Participative Finance **Louvain School of Management (UCL)**

01/2016 - 06/2016

Louvain, Belgium