

# mouhsine behja

## **PROCUREMENT & SALES representative**

Dubai

[mouhsinebehja4\\_vg6@indeedemail.com](mailto:mouhsinebehja4_vg6@indeedemail.com)

0556163176

Willing to relocate: Anywhere

## Work Experience

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### **Procurement & Sales Representative**

AL MANNA GROUP - Dubai, AE

April 2012 to December 2018

UAE

AL MANNA GROUP OF COMPANIES IN TRADING PETROLEUM

● MORE THAN 3 YEARS OF EXPERIENCE IN VARIOUS FACETS OF PROCURING MATERIALS FROM NATIONAL AND INTERNATIONAL MARKETS AND SHIPPED TO AFRICA LIKE CHAD CONGO CAMEROON MALI ALGERIA BURUNDI ETC.

- Experienced with inviting and allotting tenders.
- Expertise in developing local vendors, reducing the cost of procurement of material.
- Successfully implemented vendor development program.
- Experienced with implementing systems of Inventory & Management avoiding over-stocking or wastage.
- Working knowledge of Peachtree accounting system & Tally system.

#### Responsibility

Controlling the purchase and supply of all procured items & services. Negotiating price and terms of products with suppliers. Managing, developing & improving the purchasing team.

Benchmarking performance of the Supply. Establishing terms, pricing, quality requirements, delivery, and contracts. Adhering to all company policies with particular regard to accounting procedures. Administering the online purchasing systems. Reviewing all contracts/agreements to

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achieve 'best price/best quality' purchasing. Preparing & processing requisitions, purchase orders & invoices for purchases. Giving sourcing input to colleagues to aid business planning & development. Making recommendations & advising senior management on all purchasing issues. Maintaining records of supplier contracts, agreements, goods ordered received. Managing vendor relationships and building effective supply chain partnerships. To forward goods and shipment to our project sites in Africa especially to Chad country via sea freights or air

### **Procurement & SALES EXECUTIVE @ZERSIS BUILDING MATERIALS**

Zersis Trading - Dubai, AE

August 2007 to March 2012

UAE

● Exhibit products at trade shows and attend trade shows to review competitors' products in hardware item electrical items and Beverage only to Africa (Mali, Chad, Congo Brazzaville, Cameroon, Rwanda also my visit to Contain fair exhibition in china for many times to meet the manufacturer it's given me a power for a good knowledge for our product and the needed for our customers.

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Experienced manager with skills in leading direct reports as well as cross-functional teams, managing a product line from cradle to grave, justifying new product development investments, determining and documenting new product requirements, developing sales forecasts and product pricing, and launching new products to the marketplace. Experience with presenting to senior management, representing senior management in discussions with others in the company, and meeting with customers, and coordinating the activities of general manager

## **SALES MAN**

OCCOROM NI ECNEIREPXE LANOISSEFORP

January 2001 to July 2007

## **Chief executiveof Sale Department**

In FILMAR - Casablanca, MA

January 1993 to July 2001

Sale Department. In ConsultaMaroc, Casablanca  
ELIFORP LENNOSREP

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Religion: Islam

## Education

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### **Diploma**

### Skills

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Smart challenges team workers (10+ years)

## Certifications and Licenses

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### **uae driver license**

October 2010 to October 2020