

# ABDELMOUJIB GHAZZAL

---

613 - 558 - 7587 • [abdelmoujib.ghazzal@gmail.com](mailto:abdelmoujib.ghazzal@gmail.com) • [LinkedIn](#)

1348 Caravel Crescent, Orléans, ON K1E 3X3, Canada

## SUMMARY OF QUALIFICATIONS

- Diverse and rich experience in Sales, Insurance Advising, Information Technology Sales
- Strong background in communication, marketing, management, and education.
- Proven skills in the ability to propose, team worker, good listener, flexible, and problem solver.
- Demonstrated ability to work in a growing environment.
- Fluent in English and French
- Basics in EDI, communication protocols and processing chain

## WORK EXPERIENCE

### **FREELANCER**

**12/2021 - 10/2022**

*Independent Marketing and Strategy Consultant, Rabat, MOROCCO*

- Conducted studies on the structural organisation of companies

### **ONBOARDING REPRESENTATIVE**

**07/2019 - 11/2021**

CEGEDIM OUTSOURCING MAROC, Rabat, Morocco

*Leader in digitalization*

- Conducted negotiation into the feasibility, order, operation and performance of onboarding campaign and deployment networks
- Designed contracting and process circuits, components, systems and equipment
- Supervised and inspected the installation and exchanges between the Onboarding team, Service Delivery Managers and the Deployment department.
- Developed communication standards with ordering partners for continuous updating.
- Ensured smooth exchanges with all SDM, deployment and after-sales services

- **Key achievement: Achieved 80% of the Team's Sales (with congratulations from ordering partners).**

### **INSURANCE SALES REPRESENTATIVE**

**12/2018 - 04/2019**

FENIASSUR, Rabat, MOROCCO

*leader in substandard risks*

- Targeted drivers qualified as substandard risks, to offer them insurance that matches their profiles
- Collaborated directly with insurance companies to elaborate the right offers based on the information given by customers.
- Employed strong communication skills to get the customers placed.
- Maintained strong relationships with drivers to complete the contracting process to avoid false declarations.

### **INSURANCE ADVISOR**

**10/2017- 12/2018**

AVANSSUR (AXA Services Maroc), Rabat, MOROCCO

*Insurance Group number one of the Market.*

- Answered inquiries from customers in person and on the phone
- Registered the claims declared by customers
- Determined the responsibilities
- Ensured good communication with experts to evaluate the damage caused by the accidents
- Investigated and solved any customer concerns
- Processed financial transactions initiating the covering procedure between insurance companies
- **Key achievement: Boosted company sales by maintaining a monthly high closed cases rate of 85%**

### **FREELANCER**

**01/2012 - 12/2016**

*Independent Marketing Consultant, Rabat, MOROCCO*

- Conducted market studies and analysis for companies from different industries (Communication and Events, Education,
- Assisted companies at both strategic and operational levels

*Private Teacher at More Than School, Rabat, MOROCCO*

- Provided private courses in Marketing Management and Spanish Language

## EDUCATION

**MASTER'S DEGREE IN MARKETING AND SALES MANAGEMENT** **2011**

Mohammed V University - Souissi, Rabat, MOROCCO

**BACHELOR IN BUSINESS ADMINISTRATION** **2009**

Mohammed V University - Agdal, Rabat, MOROCCO

**HIGH SCHOOL DIPLOMA IN EXPERIMENTAL SCIENCES** **2004**

HASSAN II High School, Rabat, MOROCCO

## VOLUNTEER ACTIVITY

**ACTIVE MEMBER** **10/2008 - 06/2011**

AIESEC, Rabat, MOROCCO

- *ASK program*: contributed to raising awareness of sexually transmitted diseases among high school students
- *Out-going Exchange Department*: Placed Moroccan trainees in companies abroad
- *In-coming Exchange Department*: Recruited trainees from different countries.