

# YOUNES OULADHADJOU

## CONTACT

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## EXPERIENCE

### TRANSITE COMPANY - CITRANS

2023

#### CUSTOMS BROKER

- Accurate classification of imported and exported goods according to tariff codes.
- Preparation and submission of customs documents required for goods clearance.
- Regular communication with customs authorities to ensure compliance with current regulations.
- Coordination of customs inspections and resolution of compliance issues.
- Calculation and processing of customs duties, taxes and other charges related to import and export operations.
- Advising customers on customs procedures, regulations and documentation requirements.
- Monitor regulatory changes and update internal procedures accordingly.
- Manage relationships with carriers, freight forwarders and other business partners.
- Optimize customs clearance processes to reduce time and costs.
- Proactively resolve customs clearance issues and manage any disputes.
- Maintain accurate and organized documentation for each customs clearance operation.

### TECHNO ALGERIA

2017-2021

#### SALES MANAGER

- Manage a sales team to meet and exceed sales targets.
- Develop and implement sales strategies to increase revenues and market share.
- Prospecting and acquiring new customers to broaden customer base.
- Monitoring of market trends and competitor analysis to identify new opportunities.
- Negotiating contracts and prices with customers, ensuring that positive relationships are maintained.
- Training and coaching of sales team to improve skills and performance.
- Preparing regular sales reports, analyses and forecasts for management.
- Manage the entire sales process, from initial prospecting to closing.
- Collaborate with other departments such as marketing and logistics to ensure effective coordination.
- Identify customer needs and propose solutions adapted to their requirements.
- Participation in trade shows, events and meetings to develop professional networks.

## EDUCATION

### AMAR TELIDJI UNIVERSITY - LAGHOUAT

2021

- Master of International Business

### AMAR TELIDJI UNIVERSITY - LAGHOUAT

2019

- Bachelors in FINANCE AND INTERNATIONAL TRADE

## ABOUT ME

I'm Younes Ouladhadjou, an international trade professional with solid experience as a Sales Manager and Customs Broker. My passion for the challenges of global trade and my ability to navigate complex customs regulations have enabled me to create effective solutions for my customers and my company. Equipped with leadership, communication and problem-solving skills, I have led sales teams to success while ensuring compliance and customer satisfaction. My academic background, including a Master's degree in International Business, has provided me with in-depth knowledge to seize opportunities in the ever-changing global marketplace. I'm passionate about exploring new business avenues and building lasting relationships. My determination to innovate and excel in a competitive environment guides me to constantly seek new ways to bring added value to companies and customers.

## SKILLS

- Leadership and team management to achieve sales objectives.
- Excellent communication skills to interact with customers, partners and customs authorities.
- Ability to solve problems quickly and effectively, managing customs clearance and sales challenges.
- Team spirit and collaboration, working closely with different departments and partners.
- Adaptability to changing customs regulations and market developments.
- Mastery of tariff classification and customs regulations.
- Complete management of the customs clearance process for imports and exports.
- In-depth knowledge of customs procedures and documents.
- Use of IT tools to prepare and submit customs documents.
- Skills in contract negotiation and building strong business relationships.
- Market and trend analysis to identify new business opportunities.

## LANGUAGES

ARABIC  
FRENCH  
ENGLISH

