



# MERIEM SAMOUL

Sales and Marketing Manager

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- Good communication skills at all levels.
- Able to work under pressure and meet deadlines.
- Able to accept responsibilities without supervision.
- Able to learn and expand my knowledge.
- Able to work with team work members.
- Trying to add values to the job.
- Being highly pro-active and a resourceful team member
- Learning from both failures and successes.
- Try to apply my educational knowledge and experience to the benefit of the organization.

## SKILLS

- Information and communication
- Presentation
- Database
- Word processing
- Teamwork
- Social media
- Problem-Solving

## LANGUAGES

- Franch
- English
- Arabic

## EXPERIENCE

### key Account Manager

2015 — 2016

C.G Arabia W.L.L - Arabian Magazines | Seef - Bahrain

Identify potential clients to offer them advertising services. Initiate discussions with customers

through emails, calls, and scheduled meetings. Deliver sales pitches convincing clients to

subscribe for an advertising space. Highlight the benefits of various ad services and their

capacity to reach a target market. Provide clients with advertising sales materials to aid them in

choosing appropriate service. Maintain good working relationship with clients to ensure

effective business dealings. Review media placements and ad campaigns to ensure they meet

all clients' specification. Maintain accurate records of all sales and prospecting activities

including Followup activities, Provide reports on training requests.

### Director – Marketing & Administration

2016 — 2017

Mayadeen Magazine published by the Media Office of H.H. Shaikh Nasser bin Hamad Al- Khalifa, Manama  
| Manama - Bahrain

Maintain good working relationship with clients to ensure effective business dealings, making

the marketing strategy for the magazine , communicate with our clients , Coordinate and

collaborate with other departments for sales related matters.

### Business Development Director

2017 — 2019

KHK MMA \ KHK Holding, | Manama - Bahrain

collaborate with all the departments, bringing sponsors to KHK events , looking after the

investors , arranging B to B meeting for our Sponsors and the investors from outside Bahrain ,

collaborate with the influencers and celebrities for KHK events .

### Sales & Marketing Manager

2020 — 2021

Profit Sport Solutions | Manama - Bahrain

Conducting market research to identify selling possibilities and evaluate customer

needs. Setting up meetings with potential clients and listening to their wishes and

concerns. co-ordinate with head office in Italy for orders and promotions, handling the social

media channels .

### Sales & Marketing Manager

2022 — 2023

Fact Magazine | Seef - Bahrain

Identify potential clients to offer them advertising services.

Initiate discussions with customers through emails, calls, and scheduled meetings.

Deliver sales pitches convincing clients to subscribe for an advertising space.

Highlight the benefits of various ad services and their capacity to reach a target market.

Provide clients with advertising sales materials to aid them in choosing appropriate service.

Maintain good working relationship with clients to ensure effective business dealings.

Review media placements and ad campaigns to ensure they meet all clients' specification.

Maintain accurate records of all sales and prospecting activities including Follow-up activities,

Provide reports on training requests.

### Sales & Marketing Manager

2023 — Present

Exelon Solutions - Life N Style Magazine | Manama - Bahrain

managing the team as the magazine still new , Identify potential clients to offer them

advertising services.

Handling the social Media channels ,

## EDUCATION

### Baccalaureate in English literature

2005 — 2006

La araychi, | Meknes - Morocco

### Management Diploma

2014 — 2015

Bahrain Institute | Manama - Bahrain

### ACCA (Advanced Certificate in Computer Application)

2015 — 2015

Bahrain Institute | Manama - Bahrain

### Business Training Course

2015 — 2015

UNIDO | Seef - Bahrain