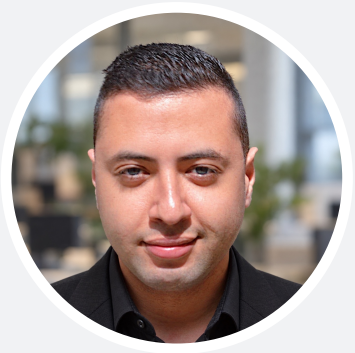
WAIL DJEBARI

BUSINESS MANAGEMENT, MARKETING AND AUTOMOTIVE SALES



PROFESSIONAL EXPERIENCE

REPSER TRADE SL

May 2021 - present

Managing Director and Company Director

- Operational management of a grow shop under a senior executive contract. Coordination of purchasing, inventory, staff and administration.
- Supplier management and negotiation of commercial terms. Stock control and product replenishment.
- Team supervision and management of accounting, invoicing and financial documentation.

ADVICE CARS SPAIN SL

April 2020 - April 2021

Sales Manager and Company Director

- Buying and selling used vehicles across multiple brands: customer advice, vehicle presentations and deal negotiation.
- Purchasing vehicles at European auctions and importing from Germany to order, tailored to customer requirements and budgets.
- Writing and publishing vehicle listings, handling enquiries and viewings. Managing company accounting and administration.

CEBRIAN MUÑOZ AUTOMOCION SL

November 2016 - March 2020

Sales Manager

- Multi-brand used car sales, including customer service, vehicle presentations and commercial negotiation.
- Managing vehicle imports from Germany and coordinating the commercial aspects of buying and selling transactions.
- Publishing vehicle listings and descriptions. Handling enquiries, arranging viewings and managing accounting.

ITURRI SA

April 2016 - October 2016

Marketing Assistant

- Responsible for an innovative project to introduce drone services at a multinational B2B company specialising in protection and safety.
- Developing the service proposition and its commercial approach for sectors including industry, healthcare, emergency services and defence.

EDUCATION

Master's in Marketing Management and Commercial Strategies
Seville Chamber of Commerce · 2015 - 2016

Degree in Advertising and Public Relations
University of Seville · 2009 - 2014

Digital Marketing Course
IAB Spain and Google · 2015

Business Software Applications Certification
Confederation of Small Businesses and Self-employed Professionals · 2008 - 2009

CONTACT

+34 680 772 407
wail@repsertrade.es
Barcelona
waildjebari.site

PROFESSIONAL PROFILE

Graduate in Advertising and Public Relations, with a master's in Marketing Management and Commercial Strategies. Over four years in multi-brand vehicle sales and imports from Germany. Experience in purchasing, sales management and business administration.

SKILLS

Sales and negotiation
Vehicle imports
European auction purchasing
Listings and descriptions
Purchasing and stock control
Accounting and invoicing
Team management
Microsoft Office
Website creation
Artificial intelligence (AI)

LANGUAGES

Spanish

Arabic

English

French