



JAMAL FADIL

My Curriculum Vitae : Sales (business development) - Communication - Media

Sales Development

Media: Producer, Director, Animator

Polyglot Creativity

LinkedIn

Facebook

Twitter

Instagram

ACDLM WEB

LCDD BX1 WEB

BELMOB WEB

MY CV

48 years old
Driving License

CONTACT

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EXPERIENCES

Senior Sales Consultant

Diversey - Since October 2021 - Full-time - Brussels - Belgium



Build a long term relationship with our partners (customers/prospects/distributors) with the objective of profitable growth while providing added value in both chemistry and materials (robotics...).

Our potential customers are both large, internationally known brands and medium-sized companies, in the various sectors of production + medical + hospitality & catering.

Sales Manager

HP - D&A Consulting - January 2019 to August 2021 - Full-time - Zaventem - Belgium



At the head of a sales team within the D&A Consulting structure, my mission is to develop in new business the sales of the HP range (printing division: multifunction, document management solutions, archiving ...) and build loyalty of existing customers.

Account Manager

Konica Minolta Business Solutions - April 2003 to January 2019 - Full-time - Brussels - Belgium



As Account Manager, I analyse the needs of our customers (ranging from administrations to companies of different sizes and sectors), advise them on the basis of our offers, negotiate prices, and follow up the implementation of the agreed infrastructure and roadmaps. In addition to managing the existing client portfolio, prospecting for new accounts. Participation in national and international trade fairs.

Marketing and Digital Communication Consultant

PROMEDIA Internet Business Unit - March 2001 to November 2002 - Full-time - Antwerp



Digital marketing and communication consultant with the aim of helping small and medium-sized businesses to improve their online presence and boost their sales via the leading e-commerce platforms.

Sales Consultant & Customer Service

Pegasus Polymers INC.(ExxonMobil) - September 1999 to December 2000 - Full-time - Zaventem - Belgium



Sales of polymers on the European and North African market.

Regional Sales Promoter Brussels, Public Relation & Film Event coordinator

Kinopolis Group - February 1995 to November 1998 - Consultant - Brussels - Belgium



Public Relations, press/media contact, BtoB commercial surveys; organizations events in collaboration with distributors (including Buena Vista).

Radio Host & Producer

BX1 - Since October 2022 - Freelancer - Brussels - Belgium



Production and hosting of the programme "Le Club du dimanche", live on Sundays from 1 p.m. to 6 p.m. on Brussels' leading audiovisual media, BX1.

Producer/Director - Animator

Bel'Mobilitéé - November 2020 to June 2021 - Freelancer - Brussels - Belgium



- ▶ Producer, director and host (with consultant Sabrina Parant) of the show "Bel'Mobilitéé" (dealing with mobility news from here and elsewhere).
- ▶ Radio director technician: production - post-production (audio and video podcasts...) - editing and live broadcasting.
- ▶ Creations (contents: videos, visuals, audios) + management of the website "Bel'Mobilitéé".

ABOUT ME

As a citizen of the world living fully globalization, a postgraduate training, with several languages to my credit (including French, Italian, Dutch, English and Arabic), I have acquired for several years a great experience, both in Belgium & International level, in the field of BtoB business development and management.

Active in the printing industry since 2003 for the two leaders of the sector, HP and Konica Minolta, My daily work consists of managing a sales team with a customer portfolio (companies, ministries, administrations, European institutions and international organisations...), relations with distributor networks, prospecting for new accounts and participating in BtoB trade fairs.

In 2021, I changed business sectors by joining the world's leading hygiene company, Diversey, which has been developing solutions for the building maintenance, hotel, healthcare, food, restaurant and retail sectors for 100 years. Diversey is also a supplier of cleaning products, systems and services that combine detergents, machines and sustainable programmes.

Finally, avid about media, I am also a producer and Radio Host since 2015 (hobbie), notably I allowed myself to develop my knowledge in the world of communication, Web Marketing...



Producer/Director - Animator

Au Coeur de la Musique - September 2014 to June 2021 - Freelancer - Brussels - Belgium

- ▶ Producer-Host and technician of the program "Au Coeur de la Musique - At the Heart of Music" (dealing with news, culture under a musical prism)
- ▶ Radio Sound technician : production - post-production - editing and live broadcasting.
- ▶ Creations (contents: videos, visuals, audios) + management of the website "Au Coeur de la Musique".

EDUCATION

Political Science - International law

UNIVERSITÉ LIBRE DE BRUXELLES (FREE UNIVERSITY OF BRUSSELS)

September 1994 to June 1999

Final theses : "Western Sahara, a perspective of regional autonomy within the Kingdom of Morocco".

Erasmus - Rome (Italy)

UNIVERSITÀ DEGLI STUDI DI ROMA "LA SAPIENZA"

January 1998 to June 1998

Program to pursue studies at a foreign university.

SKILLS

Commercial

- ▶ Commercial negotiating
- ▶ Customer relationship management
- ▶ Business Development
- ▶ Project follow-up



Communication

- ▶ Internal Communications
- ▶ External communications



Marketing et communication

- ▶ Web marketing
- ▶ Web Design
- ▶ Marketing Strategy



Languages

- ▶ French: mother tongue
- ▶ Dutch
- ▶ English
- ▶ Italian
- ▶ Arabic



Office & Media IT

- ▶ MAC/Windows OS
- ▶ Microsoft 365
- ▶ Salesforce
- ▶ Adobe Photoshop
- ▶ Adobe Audition
- ▶ Adobe Premiere Pro
- ▶ Final Cut Pro
- ▶ WinMedia



INTERESTS

Going out

- Gastronomic restaurant
- Events

Arts

- Theater
- Museum
- Exhibitions

Literature

- International press
- Biopic
- History
- Economy
- New technologies

Travel

Sports

- Horse riding
- Biking

Music

- Concerts
- Musician