

## Mohamed Sentissi

Miami, FL

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### EDUCATION

Master of Business Administration Concentration in Finance June 2024

Florida Atlantic University (Boca Raton, FL)

Bachelor of Business Administration Concentration in International Business & Minor in Economics June 2018 Salem State University (Salem, MA)

### PROFESSIONAL SUMMARY

Results-driven manager with a diverse background in sales, business development, and team leadership. Proven track record of driving business growth, operational efficiency, and team performance. Experienced in managing operations, mentoring teams, and expanding business partnerships. Fluent in English, French, and Arabic with a global perspective and a passion for delivering impactful results.

### RELEVANT EXPERIENCE

Supervising Agent

Remote

American Income Life Insurance Company

March 2024-Present

- Recruit, train, mentor and develop life insurance agents while monitoring and improving their performance
- Guide agents in achieving sales goals, generating business, and closing deals
- Resolve escalated client issues and support long-term relationship-building
- Conduct regular training sessions on sales & closing techniques
- Track sales metrics, prepare performance reports, and implement efficient workflows to streamline sales and administrative tasks

Specialty Tax Advisors

Sep 2023 – Sep 2024

Client Relationship Manager

- Managed client relationships, guiding businesses through cost segregation studies and identifying tax-saving opportunities.
- Collaborated with internal tax and engineering teams to deliver customized reports and ensure accurate tax benefit calculations.
- Educated clients on tax incentives, including accelerated depreciation and other tax strategies, resulting in optimized savings.
- Acted as the primary point of contact, addressing client inquiries and ensuring seamless project execution from consultation to delivery.
- Contributed to business development by identifying cross-selling opportunities and fostering long-term client partnerships.

Business Development Manager  
Nirvana SPA

Jul 2020-Sep 2023  
Rabat, Morocco

- Implemented strategic plans to expand the business, develop new revenue streams, and increase brand awareness
- Expanded business partnerships with local and foreign vendors
- Explored new opportunities by expanding the business in 2 major cities in the country
- Oversaw in the digitization of business operations, transitioning from paper-based appointment booking to digital CRM system
- Assisted in streamlining our process, enhancing efficiency

Sales Consultant  
Nissan Auto Manufacturing

Jan 2017-Jan 2020  
Lynnfield, MA

- Recommend adequate vehicle for the clients to achieve all their needs
- Assisted in product demonstration and carried a thorough description of all the features the product carries
- Utilized data collected from clients to provide aggressive pricing and achieve their financial goals
- Participated in negotiating to meet both client and company goals
- Scheduled client appointments and completed sales process efficiently

#### LANGUAGES

- English
- French
- Arabic