

Tahar Ben Ghali

+33749001540 · taherbg19@gmail.com

Paris, île de France

JUNIOR ACCOUNT MANAGER

As a master's graduate in Management and having recently completed my end-of-studies internship at Arval BNP Paribas, I am currently seeking a full-time professional opportunity (permanent contract). Dynamic, curious, and motivated, I am eager to leverage my skills in business management, client relationship management, and business development within a stimulating environment, while continuing to expand my expertise.

KEY COMPETENCIES

Financial Analysis	Adaptability and quick learning	Strong interpersonal skills
Strategy and management	Critical thinking skills	Proactive and self-motivated
Sales and Negotiation	Excellent communication skills	

PROFESSIONAL EXPERIENCE

Arval BNP Paribas, Rueil-Malmaison

Apr 2025 - Sep 2025

Account Manager Intern

- Managed a portfolio of international key account business clients
- Monitored and managed 200+ orders over a 6-month period with a confirmation rate above 90%
- Analyzed client needs and structured tailored long-term leasing (LLD – Long-Term Leasing) solutions
- Prepared and delivered customized commercial proposals
- Supported the implementation and ongoing management of client contracts

Arab Tunisian Bank, Tunis

Jan 2023 - Jun 2023

Financial Analyst Intern

- Managed a key account portfolio alongside a Senior Relationship Manager
- Identified client needs and developed tailored implementation plans
- Analyzed and structured financial data, including cash flow and P&L statements
- Contributed to daily treasury management activities

Customer Service Representative

July 2020 - Dec 2022

Transcom, Volotea

- Managed customer requests related to billing and electricity & gas contracts while providing personalized support
 - Contributed to sales targets through the sale of approximately 10 energy contracts (electricity and gas)
 - Generated additional sales through value-added services, including equipment maintenance contracts and payment plan solutions
 - Contributed to revenue growth through upselling and cross-selling strategies
-

EDUCATION & CERTIFICATIONS

IESEG School Of Management, Lille

Jan 2024 - Dec 2025

Masters Degree in International Business

Tunis Business School , Tunis

Sep 2019 - Oct 2023

Bachelor of Business Administration

Majors: Finance & Accounting