MARIAM BENANI

Global Market Access Senior Delivery Analyst

CONTACT






EDUCATION

Languages and Cultures of Asia and Africa

University of Turin

Bachelor's degree in Interpreting and Translation - 2015

Electronics and Telecommunications expert

Aldini Valeriani Sirani Technical Industrial Institute

Degree - 2010

SKILLS

- Project Management
- Process Management
- Regulatory Compliance
- Market Access strategy
- Flexibility & Adaptivity
- Problem Solving
- Leadership

JOB EXPERIENCE

GLOBAL MARKET ACCESS SENIOR DELIVERY ANALYST 2020 - Now

UL SOLUTIONS

In my role as Global Market Access Senior Delivery Analyst, my main responsibilities are:

- Management of key customer projects for the most relevant schemes and services offered by our team.
- Coordination of the various key figures within the process to optimise certification times.
- Management of communication with the customer as a point of reference for project groups and on behalf of my team.
- Support for the sales team in identifying the most suitable schemes and services for the customer and in formulating the final offer.
- Visiting customers in support of the sales team as a GMA specialist.
- Developing and implementing processes, tools, and governance structures.

TECHNICAL SALES 2018 - 2019

BOCCASSINI SRL

- Development and implementation of product sales and marketing strategy.
- Establishment of strong relationships with key customers and stakeholders, including suppliers.
- Active participation in the establishment of the French subsidiary.
- Direct collaboration with various French workers, technicians and professionals, as well as relations with the relevant authorities, with the aim of setting up the new local unit.

CUSTOMER SERVICE EXECUTIVE 2016 - 2018

ALFAGOMMA GROUP

- Collaborate synergistically with the Sales team, ensuring the regularity, quality and timeliness of the actions necessary for the correct order fulfilment process and delivery of goods.
- Optimize relations with the sales network and customers, both nationally and internationally.
- Supervising the preparation of the necessary documentation for shipments (invoices, debit and credit notes, etc.), ensuring maximum fiscal and administrative correctness.
- Collaborating with the company's technical department to develop and implement plans for technological and application improvements to products.

LANGUAGES

Italian	Native speaker
Arabic	Native speaker
French	Native speaker
English	Fluent

TOOLS

SAP

Zucchetti

Office Pack

Oracle

Autorizzo il trattamento dei miei dati personali ai sensi del D. Lgs. n. 196/2003 ai fini di attività di selezione del personale e contatti lavorativi.