

Hicham Aoufi

Bachelor in International Management (Finance Track) — Rabat Business School

hicham.aoufi@uir.ac.ma | +212 701 151 804 | Rabat / Casablanca | hicham.aoufi.ma

EDUCATION

Rabat Business School — Université Internationale de Rabat 2024 – Present

Bachelor in International Management · Finance & Marketing Track · IPM Full English Programme

- Modules: Corporate Finance, Financial Accounting, Inferential Statistics, Strategic Management
- Relevant project: financial analysis of Palantir Technologies — ratio analysis, financial statement breakdown, and performance assessment as part of Corporate Finance coursework

Baccalauréat Sciences Physiques — GSA 2024

Mention Très Bien

Churchill School — London, United Kingdom 2019

Intensive English Language Programme

PROFESSIONAL EXPERIENCE

Content Removal Desk (CRD) — Founder & Managing Director 2023 – Present

Digital content protection & IP enforcement · B2B & B2C · France, Switzerland, Belgium, Canada · contentremovaldesk.com

- Built and scaled a digital content protection business from zero — self-funded; reached €10K+ MRR within 8 months with ~90% net margin, serving 50+ clients and 2 agency partners
- Structured a tiered pricing model: low-cost entry point for standard cases with escalation-based upsell for non-DMCA-compliant infrastructure — driving both volume and high-margin revenue
- Manage full client lifecycle across B2C and B2B channels: intake, threat assessment, case execution, reporting, and retention across 4 French-speaking markets
- Led development of internal platform (ERP + client dashboard) to streamline operations and support scalable service delivery
- Developed internal methodology to enforce content removal against non-compliant hosting environments, combining OSINT, CDN identification, and direct infrastructure escalation
- Currently overseeing development of a native iOS app: real-time protection dashboard, legal escalation management, and automated threat monitoring

Bureau de Protection Digitale (BPD) — Premium tier · bureauprotectiondigitale.fr

- Delivered high-touch digital risk management for high-net-worth individuals, including cross-border content suppression and reputation protection strategies

Auto Nejma (Mercedes-Benz Maroc) — Finance & Recouvrement Intern May – June 2025

Casablanca · Sage X3 · AutoLine ERP

- Analyzed receivables and credit exposure across financed vehicle portfolios; monitored repayment risk and escalation timelines
- Interacted with banks, insurers, and corporate clients on recovery processes and structured financing operations

SKILLS & LANGUAGES

Languages

English — Fluent (IELTS 7.5 · TOEIC 895) · French — Intermediate · Arabic — Native

Finance

Financial statement analysis · Corporate finance · Credit & recovery cycles · Valuation fundamentals

Technical

Excel · PowerPoint · Sage X3 · Product specification · OSINT & digital threat intelligence · Vendor & operations management

AREAS OF INTEREST

M&A · Private Equity · African capital markets · Cross-border deal structuring · Digital business building · Competitive sport