

# MAXENCE DAMON

## BUSINESS DEVELOPER @BLUECODERS

### Introduction

Young and serious **Business Manager** with a strong competitive mindset, always looking for challenges ! Tech & start-up enthusiast, it's the future of our society, and I want to be part of it.

### Core Skills

- Fast Learner
- Organised
- Project & tech management
- Team Player
- Competitive mindset
- Computer Science

### Interests

- **Technology** & science. Self-taught developer in **JavaScript (Node, Vue, Mongo)** & **Python** (Scripting & Flask)
- **Karate** (Black Belt - 2013)
- Ex **eSport** Player (Event Organiser)
- **Basketball** (National level)
- **Motorsport**

### Contact me !

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### WORK EXPERIENCE

#### BLUECODERS - BUSINESS MANAGER NODEJS

*Since February 2019 - Paris*

- **Node.js Market Development** : Find and close contracts with start-ups
- **Advise partners** on technical & recruitment **strategies**
- **Headhunting tech profiles** with cross-canal strategy
- **Coaching** profiles & partners through the process
- **Conception & Development** of Tools to increase performance

#### SIMPLIFIA - CCO

*December 2017 - June 2018*

- **Managing** relation with the customer
- **Conception & Development** of **Product** Simplifia for Business
- Created the Customer Care Processes

#### FRENCH SALES MANAGER

*January 2017 - April 2017*

- Salesman : Customer management, find & close BtoC contracts
- Negotiation of prices and prestation with BtoB operations
- Integrate new tech services to increase performance

### Education

#### INSEEC BUSINESS SCHOOL - LYON / LONDON

*Master Degree 2014 - 2019*

- Economic, Management, Product Development, Business Strategy
- 1st place : Start-up contest
- 1st place : Starbucks business strategy bootcamp
- 1 year in London Campus