

MAXENCE DAMON

BUSINESS MANAGER @BLUECODERS

Currently looking for a PO/PM position

Introduction

Young and serious **Business Manager** with a strong competitive mindset, always looking for challenges ! Tech & start-up enthusiast, I've created and developed few projects to define new ways to be creative.

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