

BARNABÉ DANIELOU

Junior International Business Development and Sales Specialist

Dynamic professional passionate about global business, sales, and market expansion. Skilled in international business development and strategic project management, I drive revenue growth and build client relationships in multicultural settings. Trilingual in English/Spanish/French, I deliver innovative sales and marketing strategies for global organizations.

CONTACT

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danielou1306@gmail.com

barnabedanielou.github.io/Portfolio/

PROFESSIONAL EXPERIENCE

DAHER Aerospace – Nantes, France

2023 -

Junior International Project & Tender Coordinator

- Spearheaded international business development initiatives, leading competitive tenders to secure contracts in the U.S. aerospace and aviation markets, driving market expansion and revenue growth.
- Developed strategic tools for advanced project tracking and performance analysis, enhancing client engagement for global partnerships.
- Designed innovative market optimization strategies using 3D modeling to strengthen competitiveness, positioning DAHER as a key player in international markets.

Tecnológico de Monterrey, Monterrey, México

2022 - 2023

Junior International Business Development Specialist

- Drove business development and international sales strategies, focusing on market research, buyer profiling, and financial planning to expand global market presence for firms in Mexico and the U.S.
- Led marketing initiatives and website development, creating impactful campaigns to enhance brand visibility and client acquisition in multicultural markets.
- Cultivated intercultural communication and strategic planning skills, delivering projects in English and Spanish to support global growth objectives.

EDUCATION

Université de Nantes, Francia

2023 - 2025

Master's in International Logistics, Procurement & Supply Chain Management

Focus on international project management

Tecnológico de Monterrey, México

2022 - 2023

University Exchange Program, International Business & Management

Training centered on international business in multicultural environments

Aix Marseille Université, Francia

2021 - 2023

Bachelor's in Law, Economics & Business Management

Specialization in economics, finance, and global business administration

CERTIFICATIONS

Legal Status: Permanent resident in Mexico, valid French driver's license

Certifications: Academic and professional certifications from Tecnológico de Monterrey (ITESM)

PROFESSIONAL & PERSONAL SKILLS

Languages: French (native), Spanish (bilingual/native), English (C1+)

Key Competencies: Intercultural communication, international business development, adaptability in multicultural settings