



FRANÇOIS LEJEUNE

JUNIOR PRODUCT MANAGER

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Portfolio : www.lejeunefranco.is

Along with a **successful Sales experience** in a **proptech Start-up**, I have developed a particular appetite for tech & product, trained myself there, and now wish to **join your company as a junior PM.** 🚀

EXPERIENCE

BUSINESS & PRODUCT

Account Executive @ YANPORT (BtoB proptech Saas) - march 21 to june 22

Responsible for the "Agent 360" product at the national level (13,000 active users), I participated in the optimization of its marketing, the creation of its dedicated sales center and actively contributed to its development.

- Negotiation and large account demonstrations (Saas and API solutions)
- Commercial strategy: implementation of a complete strategy (sourcing, prospecting, demonstrations, automation of tasks, closing & reporting...)
- UX and web design: implementation & presentation of a complete product tour solution (via Usetiful)
- Web dev & API: Implementation of a PDF export tool for users
- Sales funnel optimization and automation (Pipedrive + Lemlist + Zoom + Calendly via Zapier)
- Discovery: referent of the Real Estate Agents target, active participation in Product workshops
- Knowledge management: drafting of multiple process documentations

TECH

Data science Bootcamp (eng., part time), LE WAGON (oct. 21 to march 22)

6 intensives months to learn and understand Data and programming stakes (360 hours)

- Important focus on data collection, interpretation and exploitation (scrapping, APIs, Data visualization & science, ML & Deep learning)
- Learning about the ecosystem and the constraints of the developer job / data scientist
- Weekly "Real word projects" (15h / week)

SKILLS & SOFT SKILLS

Product management : organization, rigor, discovery, SCRUM/Agile methods, customer first & basics in UX design

Various tools : Proddpad, Jira, Figma, Github, Trello, Neatro, Wordpress, Miro

No-code : Zapier, integromat, Bubble, Notion & Usetiful

Data analysis: Analytics, Kibana and Elastic stack (beginner), Python, Excel & Power BI

Programming: Python, HTML & css (intermediate), SQL (intermediate -)

Languages: Technical and fluent English (level B2), French mother tongue

Soft skills: good communicator, problem solver, leadership, listening, proactive, benevolent & autonomous

Business: control of the sales cycle, negotiation and exchanges with large accounts

Cooking: self-taught cooking (Italian, Japanese and French)

EDUCATION

2021 - 2022 Data Science Bootcamp (part time, ENG) - **Le Wagon**

Août 2022 : Product management Training - **Product manager HQ**

2021 Various e-learnings : Power BI, Advanced Excel, Python for Data science, Figma basics, UI/UX web designer in 2021, B2B Sales... - **Udemy**

2018 - 2020 Master's degree, management of operational units - **IES Normandie**, first class with honors

2014 - 2017 Law degree - **Université de Rouen**