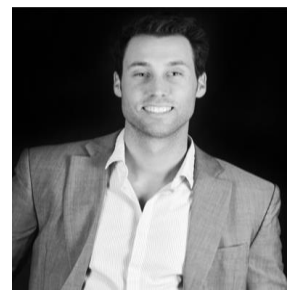


CV Michael Hanot

Rue Général Patton 33, 1050 Bruxelles
Tel: +32(0) 489/635.823
Email: mikehanot@gmail.com



PROFILE

Young and ambitious, my main strength is that I'm flexible and that I adapt easily to any situation. Give me one hour of your time and I'll convince you that I'm the right candidate for the job.

EDUCATION

- | | |
|-------------|---|
| 2009 - 2012 | Catholic University of Louvain La Neuve
Master in Sciences of Management
Graduated in 2012 with distinction |
| 2006 - 2007 | EF International Language School (Sydney Australia)
Master of Business English
Obtained the Cambridge University certificate, level advanced |
| 2003 - 2006 | EPHEC Louvain La Neuve
Bachelor in Marketing and communication
Specialization: Management. |

PROFESSIONAL EXPERIENCE

- | | |
|---------------------|--|
| Mars 2015- Today | Bisnode, Brussel, BE
Key Account Manager

Working at Bisnode gives me the opportunity to have contact with the most important and successful companies of Belgium. Every day there is a new challenge for those companies and my role is to help marketing managers, sales directors or financial directors to take the right decision. The expertise that I'm building up in big data is tremendous and gives me the abilities to advise those managers in their daily decision.

Bisnode is a data marketing company located in Brussel. |
| Feb 2011- Mai 2015 | Solar4you, Namur, BE
Co-owner, Managing Partner.

February 2011 to Mars 2013, Management of the operational team, 15 people. I was in charge of project from 8000 to 380.000 € from the beginning to the delivery of the project. April 2013 till Mai 2015, BTOB and BTOC commercial and sales manager.
Working as manager of an SME, I had multiple management tasks (ea. Buying negotiation, accountancy, day to day management).

Solar4you is a company which imports, sales and installs Solar panels, Heat-pumps, green isolations and led lights. |
| Oct 2009 - Dec 2010 | BMConstruct, Namur, BE
Project Manager

Management of suppliers and workers who were responsible of finishing the houses according to the will of the customers. As project manager I made sure that the quality and the time of delivery were respected.

BMConstruct was a construction company located nearby Namur. |
| Sep 2007 - Sep 2009 | Concept Immo, Namur, BE
Real Estate Agent

As Real Estate Agent, I was in charge of finding new customers for the company. Mainly prospection and cold calls. Once a contract signed I had the chance to arrange visits with potential buyers and to sale the property.

Concept Immo was a real estate company located in Namur. |

LANGUAGES

- | | |
|-----------|----------------|
| • French | Native speaker |
| • English | Very good |
| • Dutch | Good |

SKILLS

- Motivated & Committed
- Thoughtful and efficient under stress
- Well-organized
- Analytical
- Proactive & Innovative
- Great team player & leader
- Empathic, the commercial negotiation is one of my main assets
- Entrepreneurial & result-oriented
- Prince2 certificate

COMPUTER SKILLS

- | | |
|----------------------------|-----------|
| • Microsoft Office package | Very good |
| • Win books | Very Good |
| • Microsoft Dynamics | Very Good |

HOBBIES

- Travelling: especially in America.
- Cooking: I like to try new things from Italian to Asian food, I'm curious.
- Cinema: especially thrillers and adventure movies.
- Different kind of sports (ea. cross fit and running). I like sport that you can practice outside in a group with regular training and competition but I also like sport that you can practice alone, without constraints.

PERSONAL DETAILS

- | | |
|------------------|-------------------------------|
| • Date of birth | 08 th of June 1982 |
| • Place of Birth | Cologne (Germany) |
| • Nationality | Belgian |
| • Civil status | living together |

OTHERS

- | | |
|-------------------|---|
| • Driving license | B |
|-------------------|---|