



Babacar Diop

ACCOUNT EXECUTIVE | ACCOUNT MANAGER | CLIENT PARTNER

Professional Experience

Business Development Representative, Telnyx, Amsterdam

AUGUST 2022 – OCTOBER 2023

- Successfully assisted the sales team in securing commercial contracts with prominent companies including [Diabolocom](#), [Smarter Contact](#), [Fullpath](#), [Ethiopian Airlines](#) and more.
- Generated more than \$30k+ MRR after two quarters of work, selling consumption-based communication products (SIP Trunking, SMS API, storage, Voice API, ...).

Account Manager, AfriDoctor, Accra

JANUARY 2022 – JUNE 2022

- Conducted in-person commercial prospection (cold calling, client meetings, and closing) to private clinics, public and private hospitals, and independent doctors.
- Managed sales operations, including account management, payment collection, and customer support.

Internships

Intern – Partnerships, iziwork, Paris

MAY 2021 – AUGUST 2021

- Conducted active outreach to potential clients and partners (cold calling and digital prospection).
- Collaborated with the sales team to improve lead qualification and conversion processes, ensuring a seamless hand-off of qualified prospects.

Intern – Projects, Page Executive, Brussels

SEPTEMBER 2020 – FEBRUARY 2021

- Prepared client meetings, commercial offers, contracts for customers, factsheets, prospection materials, and Market Intelligence.
- Assisted the team with executive search, and cross department projects.

Intern – Infrastructure & Energy, African Union, Addis-Abeba

JUNE 2019 – SEPTEMBER 2019

Volunteering

IT Consultant, United Nations Development Program, Accra

FEBRUARY 2024 – AUGUST 2024

- Implemented Jira for over 200 collaborators and provided trainings.
- Developed [afcfta.ai](#), a web-hosted AI-powered chatbot.

Education

Bachelor of Business Administration, EDHEC Business School, Roubaix

SEPTEMBER 2018 – NOVEMBER 2022

French Baccalauréat in Sciences, Lycée franco-éthiopien Guebre Mariam, Addis-Ababa

SEPTEMBER 2015 – JUNE 2018

References

References available upon request

Details

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France

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NATIONALITY

Mauritanian

DATE OF BIRTH

26/03/2000

Links

[LinkedIn](#)

[Github](#)

Skills

Leadership

Teamwork

[salesforce.com](#)

B2B Technology Sales

Javascript

Customer Service

Project Management

Communication

Languages

English

French

Spanish

Arabic

Outside Interests

Art & Architecture

Start-ups

Computer Science

Music & Cinema

Running

Books