

Babacar Diop

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## Junior Professional Associate

### Professional background

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Aug 22 – Oct 23

**Telnyx**

*Global carrier and telecommunication API company (CPaaS)*

**Business Development Representative (EMEA, APAC, US)**

Amsterdam, Netherlands

- Secured over \$30k+ MRR after six months by selling consumption-based communication products (SIP Trunking, SMS API, storage, Voice API, DIDs)
- Successfully assisted the sales team in securing commercial contracts with prominent companies including Diabolocom, Smarter Contact, Fullpath, and Ethiopian Airlines.

Jan 22 – Jun 22

**AfriDoctor**

*The SaaS solution for health facility management and online booking*

**Account Manager (Ghana & Côte d'Ivoire)**

Accra, Ghana

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

May 21 – Sep 21

**iziwork**

*The committed, digital-native, temporary work platform*

**Intern — Partnerships**

Paris, France

- 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 handoff of qualified prospects.

Sep 20 – Feb 21

**Page Executive**

*The executive search division of PageGroup*

**Intern — Projects**

Brussels, Belgium

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

Jul 19 – Sep 19      **African Union**  
**Intern — Infrastructure and Energy Department**  
Addis-Ababa, Ethiopia

- Contributed to the organization of the *PIDA Second Policy Dialogue* in Malabo, Equatorial Guinea (conference promoting trade in Africa through infrastructure development initiatives)
- Provided comprehensive support to the department by handling information collection, reports, invitation to tender, stakeholder invitations, meeting minutes and other related tasks

## Volunteer experience

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Jan 24 – Aug 24      **United Nations Development Programme (UNDP) x AfCFTA**  
**Volunteer — Project Manager**  
Accra, Ghana

- Implemented Jira Work Management for over 200 collaborators and provided trainings.
- Developed [afcfta.ai](https://afcfta.ai), a web-hosted AI-powered chatbot used by more than 50+ collaborators daily.

## Educational background

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Sep 18 – Jun 22      **EDHEC Business School**  
**Bachelor of Business Administration** — International Business Track  
Roubaix, France

Sep 15 – Jun 18      **Lycée franco-éthiopien Guebre Mariam**  
**French Baccalauréat in Sciences** — Maths, Physics, and Philosophy  
Addis-Ababa, Ethiopia

## Languages

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French: mother tongue

English: fluent

Arabic: intermediate

Spanish: intermediate

## Outside Interests

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Art & Architecture, Start-ups, Computer Science, Music, Cinema, Running, Books

## Skills

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Teamwork, Leadership, B2B Technology Sales, Communication, Public Policy, Customer Service, Start-ups

Project Management, salesforce.com, JavaScript, node.js, React

## References available upon request

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