

THEUILLON RAPHAEL

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SUMMARY

Technical sales professional with a strong background in business management, sales, and the construction industry. Independent and proactive, I combine a keen sense of initiative with a strong adaptability. I enjoy both teamwork and solo projects. Passionate about entrepreneurship, digital trends, and innovative technologies, I am constantly seeking new challenges to tackle.

EDUCATION

ENGLISH SCHOOL

[Duke Language School Bangkok](#)

 05/2025 - 09/2025  Bangkok

- English Language Course

BTS in Building (Apprenticeship)

[CFA BTP](#)

 2019 - 2021  Blois - Cazy

- (Apprenticeship) CFA BTP Blois - Cazy
- Guillaume |

Professional Baccalaureate in Built Heritage Intervention (Apprenticeship)

[CFA BTP](#)

 2017 - 2019  Blois - Cazy Guillaume

- (Apprenticeship) CFA BTP Blois - Cazy Guillaume |

CAP Masonry (Apprenticeship)

[CFA BTP](#)

 2015 - 2017  Blois - Cazy

- (Apprenticeship) CFA BTP Blois - Cazy
- Guillaume |

CERTIFICATION

[Driving License B, AMM](#)

LANGUAGES

English Intermediate ● ● ● ● ●

French Native Language ● ● ● ● ●

TOOLS

Canva	Microsoft Office	Capcut
GitHub	ChatGPT	

PROJECTS

KR GLOBAL SOLUTIONS LTD (Partner)

 03/2025  France

- Developing virtual assistants and automation solutions, custom website creation, AI/API integration, and automated workflows.

Transport Company (Partner)

 2021 - 2024  Paris

- Fleet management and customer dispute resolution.
- Optimized tour management and automated scanning
- Negotiated pricing with suppliers

Felizbella Cosmetic (Partner)

 04/2025  Paris

- E-commerce sales of cosmetic products, digital marketing, Meta Ads, automation, client relations, website management, market research, conversion funnel optimization, logistics/delivery, SEO.

Restaurant Le Kin Di Thai (Partner)

 2022 - 2024  Saint Michel Sur Orge

- Created and fully organized the restaurant
- Recruited and managed teams
- Developed digital marketing strategies and client relations
- Optimized delivery logistics, vehicle fleet, and routes
- Negotiated with suppliers

Wash Center

 2022 - 2023  Paris

- Launched the project, developed the concept, and managed all operations
- Team management, digital marketing, and strategic planning
- Organized scheduling
- Negotiated with suppliers
- Completely optimized processes

ADDITIONAL SKILLS

HTML	CSS	JavaScript	Self-motivated
Team management	Multitasking	Motivated	
Digital Marketing	Stress management		
Artificial Intelligence	AI Agent		

PROFESSIONAL EXPERIENCE

Technical Sales Representative

[Murprotec](#)

 09/2023 - 01/2024  Servon, France

- Conducted field prospecting and managed client relations
- Organized meetings and commercial appointments
- Contributed to development strategy (digital marketing, customer support management, payments)
- Trained new sales staff
- Negotiated with clients

Technical Sales Representative

[Ctbg](#)

 08/2022 - 07/2023  Grigny, France

- Developed client portfolio and conducted physical prospecting
- Implemented sales strategies and managed client follow-up
- Supervised schedules and guided newcomers
- Managed customer service and coordinated on-site projects
- Organized meetings and commercial appointments

Order Picker

[Darty Fnac](#)

 01/2022 - 04/2022  Wissous, France

- Order picking, scanning, packaging, and logistics
- Pallets/trucks

Order Picker

[Geodis](#)

 11/2021 - 12/2021  Lisses, France

- Receiving, sorting, preparing, and dispatching parcels

Mason

[CAZY GUILLAUME](#)

 07/2021 - 10/2021  France

- Construction (blocks, bricks, formwork...), reading blueprints
- Site management, safety, estimates, material procurement
- Engaged in business development