

SEBASTIEN OSANNO

Software Product Engineer

Available from 22/12/2023 : reach out to me through mail or WhatsApp

"A career change is evidence that the human mind is capable of reinventing itself and flourishing in new horizons."



2023
FRANCE

PROFESSIONNALS EXPERIENCES

PERSONNAL WEB DEVELOPMENT

Style and ongles / Osanno paysagiste (Work in Progress)

- Project requirements meeting
- Mockup
- Web site development in Javascript
 - o Font-end + back-end
- Tools used: git, Webpack, DOM, express, model, sequelize

KEY ACCOUNT MANAGER

Casetify.com

- SEO and analyzed traffic (Google Analytics + internal tools) → France's Strategy Development
- Decision-making : assortment selection for the entire website
- Management (Marketing manager) and team work (Law service, Customer service, Marketing and product, ...)
- Internal and external communication (Marketing agency)

SENIOR KEY ACCOUNT MANAGER FMCG

Smartbox.com

- Active listening to client needs in order to adapt my negociations (Price négoc.: P&L increased by 7%)
- Development of business strategies to increase revenue within my retail outlets (+23% in 2021: Covid Effect)
- Time management and autonomy (Management of my own customer portfolio (FNAC, Carrefour, Auchan))

Sector leader FMCG (Milka, Côte d'or,...)

Mondelez-international.com

- Complete autonomy in my work area
- Problem-solving (Late delivery, expired products...)

EDUCATIONS

Fullstack JavaScript Developer Training (REACT option, at O'clock School

Master's degree in Commercial Network Management (Apprenticeship), Paris 12 University

CERTIFICATIONS

Pursuing the Web and Mobile Web Developer Bachelor Certification from O'clock School

TOEIC Exam : Score 945 out of 990



SKILLS



My portfolio:
<https://sebastienosanno.github.io>

HARDSKILLS



REACT



SQL



CSS



NODE JS



JAVASCRIPT



HTML

SOFTSKILLS

Team spirit

Organized

Creative

Autonomous

Curious

Flexible

Communicative

Problem-solver



LANGUAGES



C2



C1



B1

CONTACT



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2023-2024
FRANCE

2014-2016



2024

2016