



Swann JULIEN



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**Linked in**



## INTERNATIONAL SALES REPRESENTATIVE

Trilingual French, Spanish and English junior sales representative with more than a year experience in international B2B looking for a new challenge.

## WORK EXPERIENCE

2018

Vancouver  
(Canada)

### Rental supervisor // Cycle City Tours and Rentals

Bike tours and rentals n°1 company in Vancouver

- In charge of making the rental process as smooth as possible for our customer (reservation, paperworks...)
- Advised customers about the best bike routes and attractions to visit in the city

2015 – 2017

Blagnac (France)

### Retail department manager // Decathlon

In charge of Fitness and martial arts department which represented 1.3 million euros turnover per year

- Recruited, managed and trained a team of 5 sale assistants letting them being autonomous in their work in order to serve customers better
- Set up a cooperative stock management system that ensured no shortage. Thus providing the right product at the right time to customers
- Developed partnership with fitness clubs and organised a boxing event that attracted a hundred customers into the store

2014 – 2015

Millau (France)

### International sales representative // Actia Telecom

Started as an intern, then employed and fully joined sales department for a railway safety and telecommunication project.

- Analysed business opportunities in European countries, selected high potential markets and wrote an action plan and export budget
  - Listed and contacted all key account managers and prospective buyers that led quickly to a first signed contract in less than a month
- Created and used marketing tools such as solution brochures and power point presentations

## INTERNSHIP

2013 – 2014

Toulouse  
(France)

### International sales intern // Perax

Perax design, develop and industrialise remote management and maintenance system for water supply and wastewater industry.

- Carried out market research for Southeast Asian countries: SWOT analysis, competitors, prospective distributors, major trade fair etc.
- Translated the company's website into English and Spanish

2012  
Barcelona  
(Spain)

### Commercial assistant // 4 stars Hotel Villa Emilia

Assisted the Hotel Director with yield management and pricing

- Analysed the hotel performance, competitors prices and hospitality market in general in order to forecast and maximize room prices
- Adjusted room prices in order to be more competitive and keeping the best margins
- Handled customers complaints on Tripadvisor fairly and assertively

## VOLUNTEER EXPERIENCE

2014  
Toulouse

### Accounting and commercial law tutor // University of Toulouse

- Helped a small group of students to better understand concepts they learned in class

## EDUCATION

2014  
University of  
Toulouse

### Master's degree in International Trade and Languages

- English and Spanish applied to international trade: import/export trading, global marketing, business negotiation, translation

2009  
University of  
Malaga (Spain)

### Erasmus program, fourth year of business management

- European university exchange. Discovered a new education system and significantly improved Spanish speaking and writing

2008  
University of  
Montpellier

### Bachelor's degree in Economic and Social Administration

- Micro and macroeconomics, business management, accountability, marketing, public and private law

## OTHERS



Cycled the entire US Pacific coast from Vancouver BC to San Diego: 3500 km, 2 months, 1 unforgettable meeting with a gold Paralympic medal, 5 kg of peanut butter, never-ending hills, 2 racoons stealing my food and a lot of fun.

September – November 2017



Enjoy trail running and mountain hiking. Last competition: Half-marathon of Toulouse 2015, 1h45



First aid and CPR course, Red Cross, Toulouse, 2017

## COMPUTER SKILLS

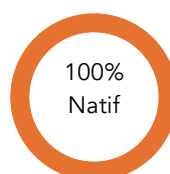


<https://www.swann-webcv.com>

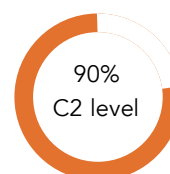


## LANGUAGES

French



Spanish



English

