

CURRICULUM VITAE



THEVA
GERARD

Contact

+33 6 35 33 33 05

gerardtheva@gmail.com

www.linkedin.com/in/theva-gerard

About me

I have a background in applied mathematics and startup, passionate about using data to solve business challenges. With experience in business development and customer relations, I thrive in environments that require precision and strategic thinking.

Outside of work, I'm always looking for new opportunities to grow and expand my knowledge, both professionally and personally.

Education

Bachelor in Applied Mathematics and Modeling – Polytech Nice Sophia – 2023

Scientific **Baccalaureate** – with Honors Agropolis, Montpellier, France – 2020

Experiences

Client Partner – Strategic Growth & Partnerships, Etixio

August 2025 – Present

I contribute to Etixio's growth strategy by developing new partnerships and market opportunities through outbound campaigns and strategic collaborations

BDR, SoftwareSearch

April 2025 – August 2025

As a bilingual professional (French & English) I managed outbound strategies to identify and engage fast-growing tech companies facing recruitment challenges.

BDR, RealAdvisor

June 2024 – January 2025

I manage prospect relationships and develop our client portfolio by analyzing data related to sales strategies and cold calling.

Skills

Communication & Team Work

Business Development & Partnerships: Strategy & Negotiation

Data Analysis (tableau, Excel)

Management et project management

English : C1

Spanish : B2

French : native

Hobbies

Hyrox (competition), Surf

World Travel, Guitar

Judo : black belt

Experiences +

Administrative Assistant, Econocom Factory

September 2023 - February 2024

Provided administrative support, ensuring smooth coordination between departments. Contributed to process optimization. Acted as a liaison with clients to ensure service quality.

Receptionist Bar Flight Club Fremantle/Australia

November 2023 - February 2024

Welcoming, reservations, and coordination of events to ensure an exceptional client experience
Communication on social networks
Holder of RSA (Responsible Service of Alcohol)

Startup - AIMindset

September 2022 - September 2023

We provided AI training worldwide and developed a proprietary online training platform for employee development.

Décathlon Montpellier Odysseum

2020 - 2021 - 2022 - 2023

Through various seasonal experiences, I have experimented with a wide variety of positions within Decathlon and thus acquired numerous skills.

Customer Service/Checkouts/Department fitness/Sales