

## CURRICULUM VITAE



# THEVA GERARD

## Contact

+33 6 35 33 33 05

gerardtheva@gmail.com

[www.linkedin.com/in/theva-gerard](https://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