

Axel MILLOT

Master's degree student at ICN Business School
(Janvier 2019)



EDUCATION



University of Washington (Seattle) Studies – International negotiation 2017



ICN Business School Master 2 (MBA): Specialisation in large retails and key account management 2015 – 2019



BTS Commerce international Senlis (FR) –(Certified international business studies qualification 2013 – 2015)

BAC ES (high school diploma economic specialization 2013)

PROFESSIONAL EXPERIENCE



Audi Volkswagen Middle East, February – August 2018
Sales management, Dubai (UAE)

- Sales analysis, tactical budget and business planning (All Middle East)
- Fleet/Corporate sales management
- Strategic support of the Regional sales managers.



DE BUYER, November – April 2017
Risk management consulting, Val d'Ajol (FR)

- Analysis and risk management recommendations
- Assisting for the obtainment of ISO 26000 standard



ALD AUTOMOTIVE-SOCIETE GENERALE, June – August 2016
Internship in International sales coordination, Clichy(FR)

- Coordination and management of international tenders (40 Countries)
- Assisting businesses with the management of their international car fleet.
- Development of customer portfolios and loyalty,
- Reporting within the ALD network



KUEHNE + NAGEL, February – March 2015
Internship in international logistics, Roissy CDG(FR)

- Supply Chain Management
- Coordination of Import-Export operations (quotes, invoicing, quality control, Customs and Excise procedures ...)



PARC ASTERIX, November – December 2014
Consulting salesman, Plailly (FR)

- Customer Relations
- Merchandising
- Stock management



TRADESHOW « WINE AND SPIRIT », October 2014
Sales assistant, Hong Kong

- Prospecting distributors and importers
- Negotiation and B to B sales



BANNER BANK, May– July 2014
Prospecting intern, Seattle USA

- Research and development of a prospects database
- International Funding and payment guaranty (LC, SWAP)
- Marketing (Creation of a B to B product catalog)



CONTACT

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SKILLS

LANGUAGE

ENGLISH – Fluent TOEFL 80
SPANISH – Intermediate

SOFTWARE

Office (word, powerpoint, access, excel ...)
Photoshop
Premiere Pro



DISTINCTIONS



Laureate National Competition
Challenge Auchan



Laureate Creative Business Days
for La Poste



INTERESTS

Oenology (Vice-president of a wine club)
Information technology
Tennis
Travel
Ski