

PROFESSIONAL STATEMENT

Looking for a Business Development Position in an organization offering opportunities to grasp and grow simultaneously and become an asset to the organization

- Graduated from a French Business School
- More than ten years of combined experience in Front and Back Office
- Specialized in Sales & Supply Chain Solutions
- Fluent in French and English
- Mobility for business travels in Asia
- Non Immigrant Visa O

SKILLS

Business Development

Sales Analysis
Sales Presentations
Negotiation

Teamwork

Sales Performance Management
Staffing Initiative
Key Performance Indicators

Knowledge

B2B
Sales Trainer on Oracle CRM
ERP Software

WORK EXPERIENCE

Cadres en Mission, Caen (Lower Normandy), France

Since January 2016

French Leader in Portage
Independent Consultant

- BD support
- International mission
- Poles of expertise

Timer Innovative Export, Paris 18, France

March 2014 – December 2015

Self - Entrepreneur Company
Managing Director

- Importation & Distribution of sports garments Made in Thailand
- Sourcing
- Sales Pipeline Management

UPS Supply Chain Solutions, Paris Roissy CDG Airport, France

April 2012 – February 2014

Global Supply Chain & Logistic provider
Sales Analyst

- In charge of the West Europe & Africa District, covering 80 Sales Executives and 20 Sales Managers, Middle Market Segment (Turnover 100K€ - 1M€)
 - *Netherlands, Belgium, France, Spain, Portugal, South Africa*
- Ability to develop clear goals and build cross departmental and regional commitment
- Monitor reports and statements on budgetary and staffing in individual business areas
- Bonus Calculation (Sales Incentives)
- Control the Effectiveness to Plan of Sales Resources Books of Businesses

- Follow up the list of new accounts / unassigned accounts via ERP
- Ensure compatibility of Data between systems and HR Departments (Local and District)
- Report directly to the EMEA Regional Top Managers based in Brussels (BD, HR, Finance)

Sales Operation Coordinator

January 2011 – March 2012

- Sales Trainer on SIEBEL Customer Relationship Manager (TEAMS)
- Main contact for Region / District requests
- CRM Administrator for the respective country / area
- Scorecard analysis (weekly) – Initiatives compliances
- Ad Hoc requests from local management or Region
- Work with local management to identify sales needs

Ethanol Union, Paris 8, France

April 2010 – October 2010

Intercompany Chemical Saler

Logistic Coordinator

- Alcohol Fuel Marketing
- Negotiations of the Tank storing Purchases, located at Le Havre and Amsterdam
- Quality Control
- Transport contracts follow-up
- Implementation of the Key Performance Indicators
- Administrative management of the logistic operations

KMB, Paris 13, France

January 2006 – June 2009

Construction, Insulation Company

Account Executive

- Managed Sales and Marketing Operations (Conversion + Penetration Portfolio)
- Built Professional relationships
- Developed sales strategies and logistics
- Worked towards synergy across different areas of business with customers
 - *Trend of Sales results growth of 10% each year*

EDUCATION

EM Normandy Business School - Caen, France

- Supply Chain Management, concentration in Trade and English, October 27, 2010

ADDITIONAL SKILLS AND INTERESTS

Computer: Proficient in MS Office, Oracle Siebel CRM, ERP

Language: Native in French, Fluent in English, Low in Thai

Interests: Volunteer Involvement, Boxing, Art History, Jazz

REFERENCES

Mr Christophe Gallée – President & Managing Director UPS France (2011 to 2014) christophegallee@ups.com
 Mr Alain Gambuli – West District Europe Director of Sales (2011 to 2012) alain.gambuli@ups.com
 Mrs Vanessa Dessart – Europe Region Sales Operation Supervisor UPS (2014) vanessa.dessart@europe.ups.com
 Mr Guillaume Darras – HR Supervisor UPS SCS France (2012 to 2014) gdarras@ups.com
 Mrs Isabelle Fetzer – Area Sales Manager UPS SCS France – Paris (2013 to 2014) ifetzer@ups.com