

Enthusiastic Co-Worker

Brice Hodencq

French nationality

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Date of birth : June 14, 1987



Education

2011 : **Master 2 – Brand Strategy / Product launch**

IDRAC Paris (sandwich training)

Top of the year – Professional Thesis about Marketing Analysis in Business Intelligence Innovation

2010 : **Master 1 – Marketing and Management of SME**

IDRAC Paris (sandwich training)

2008 : **BTS Negotiation and Customer Relationship**

IDRAC Paris (sandwich training)

2006 : **Economic and Social High School Diploma**
Majors in Mathematics

Skills

English : advanced

French : mother tongue

German/Mandarin : basic

CRM : Microsoft / SLX / Fluxod

ERP/CMS : Planimed / Melis

Windows Word, Excel, PowerPoint master tools

Internet

Interests

Sports

Football – subscribed in club

Tennis – subscribed in club

Paint-ball in team

Running

Activities

Cinema

Informatic

Sports News

Deep & Chill House Music

Professional Experiences

Oct. 2013 **ARF Conseil – Outsourcing for Sales / 7 employees – Levallois-Perret, France**

Dec. 2015 **Sales Engineer**

- Implementation of a selling strategy and sales provision of services
- Operational tactics, making appointments by phone, realization appointments, sales administration
- Sampling of partners : Professional services (Audit, Tax, Consulting, Legal, Enterprise Risk), IT Solutions, Health insurance
- Duties target :
 - Audit, Risk, Internal Control Departments
 - Tax & Legal Department
 - Human Resources Department

July 2012 **Private french teacher – Shanghai, China**

Jan. 2013

- 18 hours per week / 9 students
- Based on CNED methods

Oct. 2008 **KEYRUS – Advise & Integration of Business Intelligence / 1600 employees /**

Jan. 2012 **Revenue 2014 : 173M€ - Levallois-Perret, France**

Rep Business Development October 2008 – April 2010

- Sales Department – Major Accounts
 - Implementation of a selling strategy & Targeting of prospects
 - Projects tracking, Making appointments by phone for the sales team
- Marketing Department – Support for campaigns
 - Large scale Phoning, arouse the registrations to seminars
 - Database (update and Creation)
 - Confirmation of presence about seminars & update database

Marketing Assistant May 2010 – January 2012

- CRM bases qualification (Microsoft CRM, SLX)
 - Control of the informations
 - Creation & ranking of the accounts
 - Follow-up of business opportunities and their potential of realization
- Performance testing of web sites (Keyrus' Group)
 - Elaboration of scope statement
 - Control, corrections and guidelines between teams creations (based in Tunisia) and stakeholders (Canada, Brazil, Belgium)
 - Launch of original websites and their UK versions
- Events / communication
 - Organization of customer events & seminars managers/employees
 - Elaboration of quarterly press reviews
 - Benchmark of competitive activity on social networks
 - Participation in the redaction of various reference Document intended to AMF (French Market Authority)

Feb. 2007 **SAMSIC Sécurité – Service of Physical Security intended to Professionals /**

July 2008 **3400 employees / Revenue 2014 : 95M€ - Paris, France**

Sales Representative Junior

Relation, follow-up and implementation of the services, unity dedicated to RENAULT

- Management of teams on various sites
- Planning management, Go-between with HR Department

July 2006 **Kurt Salmon (ex-INEUM Consulting) – Consulting Firm / 1600 employees /**
Revenue 2014 : 226M€ - Neuilly-sur-Seine, France

Accounting Assistant

Filing and archiving expenses reports / Preparation of payments