

# APPRENTICESHIP IN SALES

## Business Developer Junior

### Contact Details

- 📍 Paris and periphery
- 📞 06.69.15.11.59
- ✉️ o.yassine75015@outlook.fr

### Profile

Young ambitious professional with a passion for sales, I am ready to take on the challenges of your company and actively contribute to its success.

### Skills

- Development of the customer portfolio
- Creation of business plans
- BtoB sales cycle
- Establishing a business plan
- Sales techniques
- Sense of negotiation

### Experience

10.2021 - 08.2022

#### ***Pre-sales sales representative***

CSS GROUP - Paris and periphery

- Understand the client's needs and the challenges of the project.
- Write technical-functional documentation intended for customers.
- Model a relevant technological solution in conjunction with technical management.
- Ensure the feasibility and profitability of the project for the company.
- Develop the technical proposal.

### Training

2024 - 2025

Bachelor, BUSINESS DEVELOPMENT, OMNES EDUCATION - INSEEC

### Hobbies

- Passion for Sport
- Passion for world cuisine
- Literature: novels

### Languages

**French**  
Langue maternelle

**German**  
Intermédiaire

**English**  
Opérationnel