



MYRIAME ELMARZOUKI

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PROFESIONAL EXPERIENCE

Program Manager Apprentice - Defense Division



SAFRAN ELECTRONICS & DEFENSE (PARIS) | Sept 2019 - August 2021

- Customer portfolio management (35 customers, 80% overseas, turnover of 9M€ in 2020)
- Ensure cost, quality and deadlines respect
- Contracts launch reviews presentation
- Budget reporting and monitoring (turnover, costs, provisions)
- Management of cross-functional teams
- Tracking of deliveries and invoicing
- Partner with internal and external stakeholders

Sales Administrator Apprentice - Defense Division



SAFRAN ELECTRONICS & DEFENSE (PARIS) | July 2018 - Sept 2019

- Request and organisation of documents necessary for the execution of the contract/purchase order
- Contract and purchase order management in the ERP SAP system
- Management of the international payment process
- Invoicing and price review
- Settlement of disputes

Forwarding agent



ZIEGLER GROUP (PARIS) | Jan 2018 - Feb 2018 (internship)

- Management of international export operations
- Date input of notices in the SWIFT Cargo software
- Contact with suppliers and permanent contact with clients

Marketing and Business Developer



GRUPO OHP (SPAIN) | May 2017 - June 2017 (internship)

- Customer development of the health industry
- E-mailing and Phone prospecting (Europe)
- Benchmarking and competitive intelligence
- Creation and maintenance of customer databases (B to B)
- Implementation of communication tools

EDUCATION

2020 - Present Master's degree of Sales Engineering and Complex Sales
Sup Career - Insec Business School Paris 10

2019 - 2020 International Business Strategy Master Degree
Sup Career - Insec Business School Paris 10

2018 - 2019 International Trade Bachelor's Degree
Sup Career - Insec Business School Paris 10

2016 - 2018 International Trade BTEC Higher National Diploma
Lycée Fustel de Coulanges, Massy (91)

HARD SKILLS

French	Native Speaker
English	● ● ● ● ●
Spanish	● ● ● ● ●
ERP SAP	● ● ● ● ●
MS Office	● ● ● ● ●
Project Management	● ● ● ● ●
KAM	● ● ● ● ●
Reporting	● ● ● ● ●

SOFT SKILLS

Analytical skills
Time management / Responsiveness
Autonomous
Risk management, detail oriented
Ability to lead cross-functional teams

HOBBIES

Travel : Europe, North Africa, UK, USA

Reading : Self-help books, detective novels

Activities : Fitness, latin dancing, world cuisine, yoga

CONTACT



[Linkedin](#)



Driver's licence



Paris Global Mobility