



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)

My sense of relationship combined with my adaptation are essential to define and apply the best techniques to deploy to achieve cost and quality objectives of the solutions. I want to use and develop my skills in an international company.

HARD SKILLS

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

SOFT SKILLS

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

HOBBIES

Travel : Europe, North Africa, UK, USA

Reading : Self-help books, detective novels

Activities : Fitness, latin dances, world cuisine

CONTACT



Licence driving



Paris Global Mobility