



RALPH CHERY

**Multilingual (EN,FR,SP,PT) Business Development
Executive**

Montreal, Canada

514.550.9773

ralph.chery@gmail.com

www.linkedin.com/in/ralphchery

RELEVANT EXPERIENCE

Freelance | Montreal, Canada 2016 – Now

Business Developer-Consultant

- Built bridges between wholesale oil products end users and producers
- Provided coaching to collection agency focused on recovering credit card debt through cold-calling in the US in compliant fashion
- Liaison officer for LXAI/BAI at ICLR'19
- Supported Chinese SMEs conducting B2B business in North America

Trafigura | Panama, Panama 2014-2015

Trader/Business Developer

- Defined commercial strategy in Caribs/Central America, resulting in 18% profit increase YOY
- Ensured the success of multi-million deals by preempting operational issues while managing internal stakeholders across various locations
- Represented the company at industry conferences, bolstering prospecting efforts, strengthening existing relations in Spanish/English

E.ON | Düsseldorf, Germany 2009-2014

Commodity Sales Account Manager

- Built client portfolio of large European industrial clients, reaching out to decision-makers looking for risk management tools in the energy sector
- Redesigned a sales process, taking into account regulatory constraints, which led to 20% increase in sales for one struggling internal unit
- Acted as team's ambassador and participated in marketing efforts meant to amplify business potential within assigned territory while taking into account jurisdiction in place
- Identified clients through cold-calling and email campaigns following outreach methodologies

EXPERIENCE, CONTINUED

BNP Paribas | Montreal, Canada

Winter 2008

Account Executive

- Distilled daily economics summaries and business cases for senior salespeople covering large financial institutions, including prominent Canadian pension funds
- Created financial models which helped increase sales of Foreign Exchange (FX), Interest Rates and Credit products to client portfolio during the financial crisis

BNP Paribas | London, UK

Summer 2007

Risk Management

- Part of Interest Rate & Foreign Exchange Derivatives Structuring desk:
- Revamped extensive marketing documentation (product handbooks/term sheets), which was widely well-received by customers and served as reference material for internal and external use

Honeywell | Montreal/Calgary, Canada 2001-2006

Project Engineer

- Generated most value as a junior engineer and integrated seamlessly with large teams (including contractors) on numerous client engagement projects across North America related to the energy sector (power generation, upstream/downstream, petrochemicals)

EDUCATION

IESE | Barcelona, Spain

2008

Masters of Business Administration

McGill University | Montreal, Canada

2006

*Post-graduate diploma in management studies
(Finance/Treasury Management)*

Concordia University | Montreal, Canada

2001

B. Eng. Electrical Engineering (Telecommunications)

SKILLS

- Excellent and warm communication skills
- Highly organized with strong attention to detail
- Strong independent worker and quick learner
- Deep sense of integrity and confidentiality
- Intercultural relations and communication
- Microsoft Office, Google apps, Salesforce, Dropbox, Slack, Trello, learning Python

GENERAL INTERESTS

Fitness: yoga, preparing for 5th marathon, squash