



# RALPH CHERY

## Multilingual Business Development Executive

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### Montreal, Canada

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### RELEVANT EXPERIENCE

**Freelance** | Montreal, Canada 2016 – Now  
*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