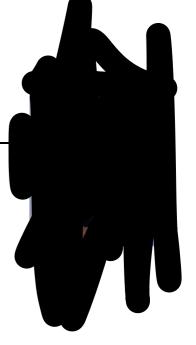


Nationality: French

Date of Birth: 21st of July 1988



Experience

JUNE 2021 TO
FEBRUARY 2022 —
LAVAL, FRANCE

Retail Buyer - NOZ.

Developing accounts and sourcing for new suppliers in the Netherlands. Negotiation, partnership development, logistics management, litigation management, meeting product manager needs and company goals, business development.

OCTOBER 2020 TO MARCH 2021— MALAGA, SPAIN

Business Development Representative – HR Path.

Lead generation in large enterprises in France (HR manager, CIO, HRIS manager, CFO), cold calling, cold mailing, identifying needs, qualifying leads, scheduling meeting.

JANUARY 2020 TO JULY 2020 – BARCELONA, SPAIN

Technical Support and Consumer Service Representative – Teleperformance.

- Customer relationship management
- Issue tracking and troubleshooting on behalf of Securitas Direct (B2C and B2B French Market), and Disney + (French and English-speaking countries).

2018 TO 2019 – SABBATICAL Ethiopia (8 months), South Africa (2 months), Djibouti, Kenya, Poland, Spain, USA.

2016 TO 2017 – SARLAT-LA-CANEDA, FRANCE

Assistant manager - Coste Bois.

Family-owned wood trade, sawmill, and parquet maker in South-West of France.

- Assisting on technical trades (business to customer or business to business) as a specialist.
- Supply chain management.
- International sourcing in Eastern Europe and development of a new Product Mix.

2014 TO 2016 – FORÊT DES LANDES, FRANCE

Technician – Office National des Forêts (French Forestry Commission).

Member of a territorial unit of the Commission managing hundreds of public owned forests in one of the biggest forest massifs in Europe, covering an area of 10 000 km², as part of a sandwich degree (Advanced Technical Degree in forest management)

- Developing and conceiving new forest plan for a city own forest.
- Forest diagnosis, forestry exploitation and Land administration
- PEFC certifications and supply chain management.

Formation

2016 TO 2017 – BORDEAUX, FRANCE Bachelor's Degree – International Business Administration – Université

de Bordeaux.

Supply chain management, international trade techniques,

management, marketing, negotiation, economy and interculturality.

2014 TO 2016 – BAZAS, FRANCE Advanced Technician Certificate – Forest Management – CFPPA de

Razas

Botany, pedology, ecology, forest planning, diagnosis, forestry

management, harvesting.

2012 TO 2013 – BIAŁYSTOK, POLAND Architecture Studies - Politechnika Białostocka.

Languages

French Native Speaker

English Fluent

Spanish and Polish Good Mastery

Competencies and skills

- Negotiation
- Analytical skills
- Business development
- Supply chain management
- Customer relationship management

Tools

- Microsoft Office Suite (Word, Excel, Outlook and Powerpoint)
- CRM and ERP: Selligent, Cognos, Sales
 Force, SAP, ServiceNow, Codial.

Interests and Activities

Scouting, Skiing, Rock Climbing, Cinema, Music, Geography