

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 Bazas.

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