

Valentin Pichon

Business Manager / Sales Manager / Account Manager

Relationship Manager / Recruiter / Automation Consultant

With a passion for Automation, AI, Trading and Digital Assets



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SKILLS

- 7 years of experience in Sales, Business Development, and Account Management, engaging directly with Directors and C-level executives
- Managed teams of up to 6 directly and 25 indirectly
- Extensive experience in full-cycle candidate sourcing and recruitment
- Extensive experience leveraging AI tools like ChatGPT and LLMs for developing automations and scripts in JavaScript and Python
- Strong functional knowledge of the financial sector, including banking, asset management, financial products, trading, buy-side/sell-side operations, asset servicing, market infrastructure, and Blockchain/DeFi
- Solid understanding of Blockchain and Web3
- Amateur algorithmic trader with hands-on market experience
- Excellent communication skills with an organized and structured mindset
- Fast-learner, Self-learner, Problem-solver, Automation & AI enthusiast

IT Skills :

- Prompt Engineering in AI & LLM
 - Business: LinkedIn Recruiter & Sales Navigator, Lusha, Kaspr, Waalaxy
 - ERP/CRM: Odoo, Boond Management, Pipedrive
 - Languages: Python, JavaScript, VBA, PineScript
 - Automation: Zapier, Make.com
 - Office 365 Suite
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PROFESSIONAL EXPERIENCE

Feb 2025 – Present

AI & Automation Agency

Automation Consultant, Full Remote (based in Singapore)

- Helping in automation project deliveries for clients, extensively leveraging AI/LLMs and Make.com automation platform (creation of AI Email Agents, AI product images)

generation for product marketing, quote automation based on client requests, automated customer support, chatbots, etc)

2018 – 2025

Taleo Consulting

May 2021 – Feb 2025

Director, Singapore

- Managed the establishment of a new local entity, covering the end-to-end setup process from conception to operationalization
- Managed entire sales cycle from prospection to closing while overseeing sourcing and recruitment of consultants (from Program Manager to Developers)
- Drove Business Development and Sales, forging client relationships with major financial or technology MNCs from scratch, while training and mentoring junior Business Managers
- Opened the business to other industries especially Technology industry, securing deal with major Tech companies and obtained a larger knowledge exposure to Technology sector and expertise
- Led talent acquisition efforts, building a proficient talent acquisition team and actively engaging in the full recruitment cycle of candidates (for clients)
- Direct management of a business and recruitment dynamic team comprising up to 6 members, plus consultants team
- Providing continuous training, coaching and mentorship to the team
- Managed suppliers and service providers, encompassing SaaS, corporate services, accounting, legal, administration and others
- Developed and implemented multiple process automations thanks to an advanced use of AI/GPT prompting to develop different automation scripts in JavaScript, Python, VBA
- Main vendor/partner manager and point of contact with LinkedIn for the Group (€200k+ 'Enterprise' annual contract) and Group LinkedIn Administrator (price negotiations, budget consideration, user access management and statistics reportings)
- Held a seat in the Group Executive Committee, contributing to corporate governance and strategy

Feb 2022 – May 2022

Blockchain RegTech Company

Account Manager, Full Remote

- Freelance 'side-initiative' focused on helping to sell their Blockchain Compliance SaaS solutions to financial institutions
- Business Development and Prospection

- Conducted SaaS product demonstrations, and pricing strategies

Jan 2021 – Apr 2021

Senior Business Manager, Luxembourg

Additional Highlights:

- Managed up to 24 consultants
- Reached 4,5M€ turnover generated
- Managed a 2nd Business Manager
- Co-developed the Blockchain Solution and 'specialist' support for the "Crypto Campaign"
- Animated trainings on Cryptos and Blockchain

Details :

Sales

- Business prospecting in Banking and Asset Management sector
- Mostly cold calling and physical meetings
- Gathering client needs, making commercial proposals and client contracts
- Negotiation of contracts with operational Managers and Purchasing
- Continuous internal stakeholder management and training on clients' subjects/requests
- Preparation and support of consultants during meetings with clients
- Close monitoring and follow up with clients

Recruitment

- Managing relationship with Talent Managers (recruiters)
- Sourcing, Head-Hunting, recruitment cycle, negotiation, making contracts

People Management

- Recruited, trained, coached and managed another junior Business Manager
- Close monitoring and follow up, dealing with requests or complains
- Annual appraisal evaluation and remuneration increase negotiations

Sept 2019 – Dec 2020

Advanced Business Manager, Luxembourg

Highlights :

- Managed up to 22 consultants

- Reached 3,5M€ turnover generated
- Managed a junior Business Manager
- Managed entire sales cycle from prospection to closing while overseeing sourcing and recruitment of consultants (from Program Manager to Developers)
- Client base consolidation (reached 'Client with the most consultants')
- New business development (new accounts opened include IFDS (State Street), Julius Baer, Vistra, China Construction Bank, DNB, Lombard Odier...)
- Network consolidation & Account Management (recurring catch-up or follow-up meetings with clients and known prospects)
- Animated trainings on Market Infrastructure and Blockchain
- Seat in Local Executive Committee (Luxembourg)
- Discussed partnerships with Blockchain companies such as Tezos (Nomadic Labs) and Tokeny

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Sept 2018 – Aug 2019

Business Manager, Luxembourg

Highlights :

- 20 deals signed the 1st year
- Managed up to 12 consultants
- Opened new key accounts like Credit Suisse and Clearstream
- Active participation in sourcing and recruitment
- Organized and Animated trainings on Finance and Macro-economy

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Sept 2015 – July 2016

Talent Manager (Internship), Luxembourg

- Sourcing / Head-Hunting
- Interviewing Candidates
- Contracts
- Full recruitment life cycle
- Drafting Commercial proposals

EDUCATION & DEGREES

- 2013 – 2018 : EBP International Program, Master of Finance – KEDGE Business School

Bordeaux, France

- Master in Enterprise Management – Huazhong School of Technology and Science, 2017
Subject of Master thesis: Cryptocurrencies & Blockchain
Wuhan, China
 - Bachelor of Art in International Management – Hull University Business School, 2015
Subject of Bachelor thesis: Cryptocurrencies & Blockchain
Hull, England
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LANGUAGES

- French : Native speaker / Full professional proficiency
 - English : Fluent / Full professional proficiency
 - Spanish : Conversational / Limited professional proficiency
 - Mandarin : Beginner
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DETAILED TECHNICAL USE OF AI :

- Wrote multiple complex prompts for use in automation processes
- Developed from scratch multiple automation scripts in Javascript and Python
- Developed custom dedicated prompts ('custom GPTs') for internal use by the Team for work optimisation and facilitation (candidate automated evaluation engine, company assistant for newcomers and trainees, etc)
- Developed VBA macro for Excel and Outlook for different internal purposes (auto-email sender, dynamic dashboards, CVs downloads, etc)
- Developed trading algorithms in PineScript and Python

DETAILED EXPERIENCE IN CRYPTO/BLOCKCHAIN :

- Involved in crypto and blockchain since 2015, with both academic and hands-on knowledge
- Wrote a Bachelor's and Master's thesis on blockchain and cryptocurrencies (2016, 2018)
- Been trading crypto ever since, now fully into algo trading
- Worked with companies like Tokeny and Nomadic Labs for partnerships
- Had a short stint in regtech blockchain compliance selling blockchain compliance solution
- Always stayed sharp on crypto/blockchain trends, projects and developments

ROLE KEYWORDS

- Sales

- Account Manager / Account Management
- Account Director
- Client Success Manager / Client Success Management
- Relationship Manager / Relationship Management
- Business Developer / Business Development
- Business Manager / Business Director
- New Business Building / Venture Building
- Strategy / Business Strategy
- Management / Team Management / People Management
- Recruitment / Sourcing
- Consulting
- Financial Services / Banking / Asset Management
- Trading / Financial Markets
- Blockchain / Cryptos / DeFi
- Artificial Intelligence / AI / LLM / ChatGPT
- Process Automation