

# Syf-Eddine

## CHNITEF



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## LANGUAGES

- French : native
- English : fluent
- Russian : intermediate
- Croatian : intermediate

## MILESTONES

- 93 meetings scheduled
- 2454 calls at Tekyn
- 474k of turnover in 10 months at Ayni
- 4962 calls at Ayni
- Founder of [Tranquilo Paris](#) brand
- Traveled and lived in 28 countries
- Finished [Hyrox Paris](#) in 2h27

## SKILLS

- Software : HubSpot, Lemlist, Zapier, Kaspr, Lusha, Phantom Buster, Notion, Surfe, Slack
- Automate recurring tasks & emails
- Create a sells funnel from scratch
- Highly organised

[Checkout my personality type.](#)

## KEY ACCOUNT MANAGER

Known for my adeptness in B2B sales, I bring to the table a blend of three essential soft skills, fostering collaborative environments, strategic thinking, and effective communication.

## PROFESSIONAL EXPERIENCE



### Tekyn - Sales Development Representative

June 2023 - Present

Paris, France

- Qualified leads through various automated methods, including cold calls
- Managed client portfolios in the European market.
- Actively participated in the strategic development of the SDR team, contributing to offers, pitches, and more.
- Conducted market research on participants in textile trade shows.



### Ayni - Business Developer 360

January 2022 - January 2023

Paris, France

- *Generated €474,000 in turnover within 10 months.*
- *Enhanced internal processes, including prospecting sequences and automation.*
- *Implemented a matching system between customers and teachers.*
- *Improved email copywriting for effective communication.*
- *Successfully redesigned the company's LinkedIn account.*
- *Trained an intern in the Sales department.*



### Les French Twins - Communication Project Manager

January - March 2021

Paris, France

- *Main mission was to help them scale their various projects.*



### UHNWI - Personal Assistant

July 2015 - August 2019

Moscow, Russia

- *Diary, correspondence, and event coordination.*
- *Efficient trips planning and logistics.*
- *Visa, invoice, and booking administration.*
- *Monthly expense reporting.*



### Olivier Waltman Gallery - Gallery Assistant

February 2014 - June 2014

Paris, France

- Successfully introduced and sold artworks.
- Updated internal files, including artist biographies and client database.
- Designed and crafted engaging newsletters and flyers.

## EDUCATION



### Akimbo - Bootcamp Sales B2B

September - November 2021

Intensive training on sales methods in the B2B SaaS sector.



### EFAP - Ecole des nouveaux métiers de la communication

September 2012 - June 2015

*Obtained a license in communication.*

*Learning the classics of communication and crisis communication.*

*Studied 1 semester in Cork, Ireland and 1 year in Zagreb, Croatia.*