

Life is filled with endless opportunities



sales

Account management

Business Development

Bilingual

Adaptability

 LinkedIn

 Facebook

 Instagram

EXPERIENCES

Business Development Executive

Bluvec Technologies - Since March 2024 - Full-time - Vancouver - Canada - British Columbia



- ▶ Bluvec is a manufacturer of anti-drone solutions based in Canada.
- ▶ Full sales cycle with focus on partner / reseller new acquisition.
- ▶ Technical meeting and product live demonstration / Trade show.
- ▶ Working closely in a multicultural team with technical engineers, product managers, sales rep and marketing.

Business Development Manager

Akkodis - May 2022 to July 2023 - Full-time - Montreal - Canada - Québec



- ▶ Managing accounts SMB and big players companies
Delivering cross-industry expertise in technology and digital engineering consulting, talent services and skilling to enable digital transformation and accelerate innovation.
- ▶ Develops client-specific strategies aimed to achieve revenue, gross profit (target 500k/year) and other financial targets.
- ▶ Daily visits and sales meetings with clients C Levels++ in IT field.
Collaborating with head hunters multi cultural team.
- ▶ Produces, analyzes and communicates sales forecasts and other related reports to key stakeholders.

Bilingual Account Manager

SAGE SOFTWARE CANADA - June 2019 to April 2022 - Full-time - vancouver - Canada - British Columbia



- ▶ Managing renewal accounts of customers (SMB) from all over Canada. \$800k monthly target.
- ▶ Inbound / Outbound call in a fast path environment.
Renewal / New Acquisition / Dispute ...
Running demonstration of software and new products.
- ▶ Sales and advices with Sage 50 solution, accounting software, upselling Microsoft 365 products, cloud solution and AutoEntry Software

Territory Manager

INSTAROID - December 2018 to March 2019 - Freelancer - medellin - Colombia



Commercial development of a franchise in Colombia in the city of Medellin, Colombia. Creation of marketing support, elaborate strategy and commercial development. Digital marketing company.

Territory Manager

Coca Cola European Partners - November 2016 to October 2018 - Full-time - Paris - France



- ▶ Management of a portfolio out-of-home (hotels / restaurants / fast food) clients and business development in the 1st district area in Paris (Louvre - Rivoli) which is the most touristic hotspot in the city.
- ▶ Development of the products range and sales via delivering cross-industry expertise in food and beverage consulting.
- ▶ Negotiation and commercial argumentation, competitive intelligence. Work in synergy with the main wholesalers (FranceBoissons, Tafanel, OBD / Tribouillet ...).
- ▶ Training and supervision of trainees and project management.

Territory Manager

CAFES LEGAL - September 2015 to October 2016 - Full-time - paris - France



- ▶ Management of a portfolio Hypermarket (80) mainly and Supermarkets (60) for Auchan, Leclerc, Intermarché and Système-U stores, Casino all over Paris and surroundings (75, 91, 92, 93, 94, 95).

Graduated of a BTS Management of business units and a Bachelor in Sales in France, I have a career mostly oriented towards sales (Account Management and Business Development) with products and services in different industries and different countries.

My professional experiences with big players like Coca Cola, Sage Software, Adecco and also smaller companies had allowed me to acquire an expertise in sales techniques with different markets, countries and clients.

I've been working in Canada since April 2019, First in Vancouver BC as a Bilingual Account Manager in SAAS Industry. Then I moved to Montréal QC as a Business Developer Manager in Technology and digital engineering consulting.

I would say what drives me is sales and more precisely helping companies to grow by providing top products / Services with strong ethic and high standards.

Today I'm back in Vancouver BC while I'm applying for my citizenship and I'm open to any opportunities.

Looking forward to meet you.
Best regards.

38 years old
Driving License
📍 Vancouver Canada (British Columbia)

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- ▶ Work of the 4P, development of the sales & volume, increase the products range and build the commercial relation, resale and follow-up of the operations negotiated in central, theatricalization of the high points.
- ▶ Negotiation and commercial argument, pro-active with challengers, relocating and reframing in linear. Participation at the salons of the industrials wholesalers.
- ▶ Team management and trainee training

Territory Manager

◀ **DISTRIPUS** ▶

Distriplus - April 2015 to August 2015 - Temporary Work - Paris - France

- ▶ In charge of the Panzani and Lesieur brands in Paris Intramural and Southern Ile-de-France sector (160 stores portfolio, supermarket and hypermarket).
- ▶ Work of 4P, development of sales and volume in supermarkets and hypermarkets.
- ▶ Negotiation and commercial argumentation, competitive intelligence, relocation and reframing in linear.
- ▶ Stores: Monoprix, Franprix, casino, carrefour city, Intermarché and Leclerc.
- ▶ Team management and trainee training

Open Water Scuba Instructor

DSM DIVE SHOP - December 2014 to March 2015 - Freelancer - Bali - Indonesia



- ▶ Welcome, information and sale of PADI courses.
- ▶ Training and supervision of courses provided via PADI.
- ▶ Supervision of groups and trainees in scuba diving.
- ▶ Participation in business development and customer loyalty.

Remote Mining camp nightshift manager

r2r services - May 2013 to November 2014 - Full-time - Karratha - Australia - Western Australia



- ▶ In charge of the operation of the camp in nightshift. Management of bookings, reception and reservations. Problems solving management. Organization and transport of customers.
- ▶ Various experiences in maintenance, maintenance of spaces and help in cooking.
- ▶ Management of the departments and teams during the nightshift as well as the security of the camp.

Executive Manager

Decathlon France - February 2011 to December 2011 - Full-time - Châtelleraut - France



- ▶ Department management specialized retail, rigor, sales, commercial management of five departments, goods flow management, management stock and linear, training, organization and management of business operations, supplier negotiations, customer relations, choice of ranges, customer loyalty, full management of an operating account.
- ▶ Human Resources Management, Sales Team Lead, Time Management and Organization, Needs Analysis, Recruitment and Integration, Skills Development of my team.

LANGUAGES

🇫🇷 French ★★★★★

🇺🇸 English ★★★★★☆

🇪🇸 Spanish ★★★★★☆

SKILLS

- ▶ Account Management

★★★★★

- Business Development
- Sales
- Food & Beverage Industry
- IT Industry
- Salesforce
- Microsoft Office 365
- Working with Multi-Cultural Team



EDUCATION

PADI Open Water Scuba Instructor

ATLANTIS INTERNATIONAL BALI

November 2014 to December 2014

Open Water Scuba Instructor course with Isabelle Fayos as platinum Course Director.

- Specialties > O2 provider, nitrox instructor, underwater photography, night dive and wreck dive instructor, EFR & CPR instructor.

Bachelor Business

**INSTITUT DES HAUTES ETUDES ECONOMIQUES ET COMMERCIALES INSEEC,
BORDEAUX 33, FRANCE.**

September 2009 to June 2010

Institute of Higher Economic and Commercial Studies INSEEC, Bordeaux, France

- 1st year of the program with courses related to business (business environment, culture and languages, management method, management, HR, communication, marketing)
- One week leadership training in partnership with the French Army.
- Sales manager for the Alcat'raz council of students with the organization of evenings and events like the integration day (budget 70000 euros).

BTS business unit management

**INSTITUT SUPÉRIEUR DE FORMATION EN ALTERNANCE ET CONTINU ISFAC, LA
ROCHELLE 17000, FRANCE.**

2007 to September 2009

Higher technician's certificate 2 years program about management, communication and marketing recognized by Canada.