

BERGE Sébastien

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Birthday: September 30th 1992
Nationality: French
French Driving License



Profile

I am a dynamic and positive person with a good adaptability. My leadership, my discipline, curiosity and my taste for challenges are aspects of my personality which are greatly appreciated by my team workers

Education

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|--------------------|---|------------------------|
| 2012 / 2013 | Exchange student in China at Zhejiang University (浙江大学)
<i>Mandarin (15hours/week), Management, International Business Negotiation)</i> | Hangzhou, China |
| 2011 / 2015 | Neoma Business School and studying the
<i>Bachelor of Science in International Business</i>
<i>(Sales negotiation, Purchasing Management, International Business Development, Logistics, Marketing)</i> | Rouen, France |

Professional Experiences

INTERNATIONAL BUSINESS DEVELOPMENT MANAGER - HITRADER SHANGHAI *Job - from January 2016 to now*

- **Business development:** Contact brokers on an international level and convince them to sign an agreement with us as partners. Negotiate the contract, rebates and conditions.
- **Sales development:** Find new potential users, and guide them through the process from the registration to the real trading account opening.
- **Marketing:** Promote the brand at an international scale, using social medias (LinkedIn, Facebook, Twitter), and third party services that increase the app brand awareness.
- **Advisor:** Advice the Chinese IT team about the western market. Adapt the application to be more user friendly in a multicultural market.

BUSINESS DEVELOPMENT- TRADEQQ SHANGHAI *Internship - from September 2015 to December 2015 (4 months)*

- **Marketing:** Promote the brand new English software into the western market. (Social medias, Universities, Journalists...)
- **Business development:** Follow up of potential users, negotiation and feed back. Doing the process from the contact part to the final deal. Increase rapidly the number of users.
- Help the company to improve the software, adapt the product to the western market.

- **Human resources:** Recruiting of new interns via different social media, network and websites.

BUSINESS DEVELOPMENT - ADUEY GROUP SHANGHAI

Internship - from May 2015 to August 2015 (4 months)

- **Salesperson:** Selling designs to the biggest Wallpaper and Bedding manufacturers in China with meetings in many cities in China. Negotiation and direct deal with clients. This mission was my main task. I have been to Hong Kong, Guangzhou, Foshan, Nantong, Suzhou, Hangzhou and other cities. I conclude very important deals involving important clients.
- **Exhibitions :** Participate to exhibition shows. Showing, presenting and selling the products. Meetings with potential future partners.
- **Sourcing and consulting** for the Nakash Family. (Looking for machine manufacturers, and specific products). Use of Alibaba website and other resources.
- **Marketing and web creation:** Building the website of the group.

SALES ASSISTANT – BUSINESS DEVELOPMENT

Internship – from June 2012 to August 2012 (3 months)

- Internship in the company St Michel Biscuits in France.
- Building a data basis to help the company during the process of negotiations and sales with companies like Carefour, Auchan and all the Supermarkets.

CASHIER

Summer Job – from June 2014 to July 2014 (2 months)

Cashier in a supermarket in Contres (France);

- Direct **contact** with the clients.
- **Communication skills**
- **Punctuality and rigor**

TENNIS TEACHER

Summer Job – Every summer from 2008 to 2013 (3 weeks every summer)

I was teaching tennis to kids from 6 to 13 year old.

- Teach the basics of the sport.
- Patience
- Transmit knowledge and passion of this sport

Skills

Languages

French: native language
English: TOEIC: **890** (2015)
German: **B1 (CECR)**
Mandarin: Professional Skills

Computing

Package Office: Windows & Mac OS
Languages: VBA, HTML & JavaScript
Others: Blender, Wordpress and IMovie

Hobbies

Tennis, playing in competition since 2005
Music, playing horn since 12 years
Travels: Travelling is a passion especially in Asia
 (Vietnam, Cambodia, Thailand, China, Myanmar Laos, Hong Kong.)