



## EDUCATION

### French scientific "Baccalauréat"

Lycée Blanche de Castille • 2011 to 2012

French scientific "Baccalauréat", graduated with honors

### Engineering degree

EPF- Ecole d'Ingénieurs • September 2012 to July 2016

Major: Business Decision Engineering

### MSc Marketing

HEC Paris • September 2016 to July 2017

## EXPERIENCE

### Technical Sales Engineer

BASSETTI Shanghai • Shanghai (China) • Internship • January 2016 to July 2016



- ▶ Sales Management:
  - Business Development
  - Technical/Commercial proposals
  - Presentation of the software in front of customers
- ▶ Pre-Sales:
  - Provide clients with adapted demonstrations of the products to be offered
  - Active participation in conferences and networking events
- ▶ Project Management:
  - Follow-up the project and monitor its evolution

### Sales assistant

Elior • Rueil Malmaison (France) • Internship • August 2014 to January 2015

- ▶ Support the commercial development team
- ▶ Elaboration of commercial offers from 500 k€ to 15M€
- ▶ Responsibilities:
  - Participation in client meeting
  - Elaboration of the income statements
  - Smoothing the margins
  - Elaborate the commercial offers
  - Optimizing the current organization toward better technical efficiency as well as cost effectiveness.



### Sales Manager

EPF Projets • March 2013 to July 2014

- ▶ Sales and strategic decisions
  - Team management
  - Job interviews for finding consultants
  - Elaboration of commercial offers
  - Prospection and follow-up during the studies



## SKILLS

### Languages

- ▶ French (mother tongue) ●●●●●
- ▶ English (fluent) ●●●●●
- ▶ Spanish (working competencies) ●●●●●

### Engineering

- ▶ Data analysis ●●●●●
- ▶ Advanced project management ●●●●●
- ▶ Decision management ●●●●●

### Digital Business

- ▶ Digital ●●●●●
- ▶ Business strategy ●●●●●
- ▶ Digital marketing ●●●●●
- ▶ Marketing strategy ●●●●●
- ▶ Project management ●●●●●

## INTERESTS

### Digital

- ▶ Interested in all digital novelties and evolutions

### Travel

- ▶ Discover new cultures and way of life

### Sports

- ▶ Horse riding - Jumping - Competition