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Marketing & Sales

Hello, and welcome on my online CV.

My objectives:

I want on the medium run, integrate an international company with a high level of responsibility job. My formation both generalist and precise at the same time in each field, enables me to apply for jobs like Market study executive, Product manager, Export manager, Sales representative...

I thank you for your visit.

To contact me by e-mail, please click on the right on "Contact Me" and then fill the required lines. Thank you!

Work experience

Since
November 2008

Product manager

Mission: Citroën Hrvatska D.O.O. markets thanks to its commercial network, all the cars dedicated to the personal or professional use, in accordance with the needs of the Croatian consumers.

- Competitors analysis
- Definition of the range of new cars and their prices
- Update of the products
- Keep the subsidiary and the commercial network informed about the product modifications
- Definition of the price list regarding the new cars
- Follow-up regarding the margins of the new commercialised cars

September 2007
April 2008

International markets analyst

Mission: Bucher Vaslin manufactures and exports pneumatic presses and other products related to the wine-making industry. It is one of the biggest company in the Maine & Loire department with approximately 350 employees.

- Competitors sales and market shares analysis thanks to precise international databases (European Union, U.S.A., Latin America, China...)
- Analysis of pricing and imports network of the competitors
- Sectorial analysis of the wine industry in the United Kingdom

January 2007
May 2007

Market study executive

L.C. Restaurant K.F.T. (Budapest, Hungary)

Mission: Study and analysis of the restaurant market in Budapest.
Is there an opportunity to open a "healthy" food restaurant in Budapest?
Study of the feasibility and the launching process of this project.

January 2006
July 2006

Sales representative

SIB, Société d'Innovation du Bâtiment S.A.S. (Mortagne sur Sèvre, France)

Mission: SIB manufactures aluminium gates for France and the export markets. It counts almost 200 employees.

- Price estimates for customers
- Customers relationships
- Sales analysis

September 2004
December 2004

Market study executive

Adige S.A. (Cholet, France)

Mission: Adige is a familial but important company dealing with the manufacture of luxury shoes for women.

- Market study in business to Business

January 2004
February 2004

Sales representative

BNP Paribas (Cholet, France)

Mission: This BNP Paribas agency is part of the international network of agency belonging to the group BNP Paribas.

- House insurance estimates and sales

Diplomas and education

September 2006
April 2008

ESSCA, Ecole supérieure des Sciences commerciales d'Angers

Based in Angers (Maine & Loire, France), ESSCA business school is accredited by the "Conférence des Grandes Ecoles", and by the EPAS label.

Master's Degree in European Business:

- First semester in Angers,
- Second semester in Budapest (Hungary)
- Final internship at Bucher Vaslin (France), 8 months

Area of specialisation: Marketing

September 2003
July 2006

ESIAME, Ecole supérieure pour l'Innovation et l'Action vers les Métiers de l'Entreprise

Still based in Cholet (Maine & Loire, France), ESIAME Business School was, until 2007, part of the ESSCA Group.

Bachelor's Degree in International Business:

- State recognized Diploma
- Program including one semester at the Estonian Business School, Tallinn (Estonia)
- Final internship at SIB (France), 6 months

Area of specialisation: Marketing & Sales

Computing skills

Software

- Office Pack: Word, Excel, PowerPoint, Publisher, Access (to review)
- Photoshop (Notions)
- Macromedia (Notions)
- Web navigation, personal webspace creation...

Language skills

French

Speaking competence: Native speaker, **Written competence:** Native speaker

English

Speaking competence: Fluent, **Written competence:** Fluent

Spanish

Speaking competence: Intermediate, **Written competence:** Intermediate

Italian

Speaking competence: Intermediate, **Written competence:** Intermediate

Russian

Speaking competence: Basic level, **Written competence:** Basic level

Various

Hobbies

Automotive, boats and yachts industry, water sports, football, electronic music...

Sports

Football (from 6 to 19 years old), Water Ski (from 7 years old).

Travels

Estonia, Sweden, Finland, Latvia, Greece, Belgium, Hungary, Austria, Slovakia, Czech Republic.

Licences

“Permis B” (car), “permis côtier” and “permis fluvial” (boat).

Link

European Union External Trade

Link

Official Website if the European Union