International Business Development Manager

75000 Paris · 3 à 5 ans d'expérience · Réf. 2401111249

Ma recherche

Contrat recherché : Tout contrat
Zone : Ile de France
Mobilité : sur toute la région
Rémunération : a étudier
Secteur : Services commerciaux

Formations

2023 — Bac +3 — SCHILLER INTERNATIONAL UNIVERSITY
Bachelors Degree : International Relations & Diplomacy
2023 — Bac +5 — INSECC - Paris
Masters Degree : International Business Strategy

Expériences professionnelles

09/2022 - à ce jour — Key Account Manager & Business Developer

Develop and execute strategies, monitoring processes to enhance productivity and foster growth.
Design and manage day-to-day operational programs, aligning them with organizational objectives.
Provide leadership in managing employee activities and optimizing resources for efficiency.
Cultivate and nurture relationships with diverse partners, fostering collaboration for mutual success.
Maintain profit and loss oversight, establishing cost parameters while driving sales forecasting and targeting.
Leverage CRM platforms to enhance after-sales service, ensuring customer satisfaction and addressing inquiries.
Collaborate with clients and internal teams to understand project needs and objectives, ensuring successful project management and
coordination.

08/2021 - 08/2022 — International Development Manager

Conducted accurate job evaluations using the Hay Method, collaborating across departments for transparency.
Managed varied employee trainings, customising programs through collaborations for aligned goals.
Led global account management initiatives, fostering strong relationships with key clients and ensuring their satisfaction.
Compiled HR data for insightful reports, offering informed
recommendations to senior management.
Developed actionable plans based on data, tracked implementation and impact for success measurement

05/2019 - 11/2020 — Brand Development Manager & Business Development

Executed strategic beauty initiatives for enhanced UK market positioning,
Led cross-functional teams for impactful marketing campaigns, maintaining brand messaging.
Analyzed campaign data for optimized strategies, engagement, and visibility.
Utilised market research to identify growth opportunities and develop strategic initiatives, enhancing brand positioning and driving business development in the UK market.

Langues

Français (bilingue)

Compétences

Communication skills
Costumer relations
Project management Leadership
Stress management
Conflict resolution/Problemsolving

Team work/collaboration
Time management
Research & Analysis
Social media

Logiciels

Pack Office, Sales Force, Trello, Google Analytics, crm management, Hubspot, Database management, Access

Loisirs

Reading - Music - Yoga
Dancing - Sports - Traveling

Fiche anonyme — l'identité et les coordonnées du candidat sont communiquées aux recruteurs qui en font la demande sur pmebtp.com.