

75000 Paris
3 à 5 ans d'expérience
Réf : 2501140732

Commercial

Ma recherche

Je recherche tout type de contrat, sur toute la région Ile de France, dans le Batiment.

Formations

10/2024 : Google Advanced Data Analytics Professional Certificate
Google Advanced Data Analytics Professional Certificate

10/2024 : SAP S/4HANA Essential Training | LinkedIn Learning
SAP S/4HANA Essential Training | LinkedIn Learning

09/2024 : SAS | LinkedIn Learning
SAS | LinkedIn Learning

08/2024 : Circular economy | Online workshop | TheHungryFarm.com
Circular economy | Online workshop | TheHungryFarm.com

06/2024 : Bac +5 à Paris school of Business sur Paris
Master of Science | International management; leadership

11/2023 : Artificial Intelligence and Business Strategy | LinkedIn Learning
Artificial Intelligence and Business Strategy | LinkedIn Learning

10/2023 : Human resources foundations| LinkedIn learning; Sustainable development design | LinkedIn learning
Human resources foundations| LinkedIn learning; Sustainable development design | LinkedIn learning

06/2023 : University diploma à Université de Bourgogne
University diploma

06/2021 : Bac +5 à SBU university
Master of Science | Environmental engineering

06/2017 : Bac +3 à CertificatesUT University
Licence | Civil engineering

Expériences professionnelles

09/2024 - 12/2024 :
CEO assistant chez Borea Company sur Paris, Montepelier, Bordeaux
Billing management
Contract management Monitoring corporate social responsibility (CSR)

Job event organization
Optimizing of CRM and ATS systems Contribution of human resource management

Data analysis
Business research methodology for Monaco Institute Talent sourcing by matching with job requirements in the

energy sector especially

Biogaz, biomass, etc

04/2024 à ce jour :

chez Auto-entrepreneur sur Île-de-france

effy company-B2B

Consulting mission in renewable photovoltaic energy

Commercial development in presenting the benefits of energy renovation solutions and negotiating personalized contracts based on customer needs, with a conversion

rate of 5%.

The implementation of commercial strategies has enabled us to penetrate new markets and segments, which in turn has enabled us to grow our territory by

capturing and converting work opportunities.

Hylight company-B2B

Landfills business development missionBusiness methodology for research into Europe's non-hazardous operating landfills

Analysis of each country's biogas market landfill development reports using EEA and Eurostat reports

Categorization of the quantity of methane by type of landfill such as D1, D5, D12 in each country

Satellite methane detection from landfills in Europe missionBusiness methodology for finding satellites suitable for detecting methane gas

Analysis of satellite methane detection reports from the satellites such as Methane SAT, GHG, etc

Assessing the operating costs and value propositions of using satellites to monitor landfills

Hunteed company-B2B

Selection of recruitment assignments and publication of job offers in the fields of management and the environment

Talent hunting by matching people with the right jobs Guiding talents who aren't matching for the job position towards other positions that

align with their skills

10/2023 - 12/2023 :

Development strategist sur Austria

Designing a coworking space in the center of Vienna

Comparative analysis with aim of sustainable goals

Examining environmental effects to find key beneficiaries

Financial estimate of expected costs for underwriting functions

01/2019 - 12/2020 :

Consultant Engineer chez Cdd

OFSHID

Update project planning and technical documents using MSP Recruit individuals for various project responsibilities

Collaborate on estimating and drafting reports Work together on calculations, estimates, and feasibility studies

Analyze risks and environmental impacts using ISO 14040 and 14044 Facilitate project auditor meetings using Power BI

Langues

Anglais (Oral : courant / Ecrit : intermédiaire), Français (Oral : courant / Ecrit : intermédiaire)

Atouts et compétences

Comparative analysis, Billing, biomass, business development, commercial strategies, Business Strategy, calculations, construction, Consulting, conversion rate, corporate social responsibility, customer needs, CRM, value propositions, Environmental engineering, event organization, feasibility studies, underwriting, human resource management, Human resources, hunting, International management, Financial, landfills, management Contract, operating costs, photovoltaic energy, project planning, sourcing, research methodology, risks, satellites, Sustainable development, Technical skills