Commercial

75000 Paris · 3 à 5 ans d'expérience · Réf. 2501140732

Ma recherche

Contrat recherché : Tout contrat
Zone : Ile de France
Mobilité : sur toute la région
Rémunération : a étudier
Secteur : 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 — Paris school of Business
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 — Université de Bourgogne
University diploma
06/2021 — Bac +5 — SBU university
Master of Science | Environmental engineering
06/2017 — Bac +3 — CertificatesSUT University
Licence | Civil enginnering

Expériences professionnelles

09/2024 - 12/2024 — CEO assistant
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
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

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

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 (courant), Français (courant)

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

Atouts

Multi-task, Assertiveness, Leadership, Data analysis, Data Analytics, Power BI, SAP S/4HANA

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