Co-Founder & Managing Director

75013 Paris · Plus de 10 ans d'expérience · Réf. 2502231445

Ma recherche

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

Formations

Bac +3 — EABHES LONDON PARIS
Bachelor of Fine Arts: Journalism
Bac +5 — Conservatoire National des Arts et Métiers
Master's Degree in Law, Economics, and Management: Marketing and Sales in a Digitalized World

Expériences professionnelles

01/2022 - à ce jour — Co-Founder & Managing Director
Developed commercial strategy & defined financial objectives. Implemented dynamic pricing policy & digital marketing strategy, increasing bookings by 10% annually. Supervised operations (bookings, property maintenance & customer relations), continuous process improvement. Recruited, trained & led a team ensuring customer service, achieving a satisfaction rating of 9.7/10 annually on platforms. Negotiated & established strategic partnerships with real estate agencies, concierge services & local producers, expanding the offering & strengthening market presence.
01/2021 - 01/2022 — Senior Marketing Consultant
Developed digital strategies focused on user experience, increasing customer engagement under 25 by 25%. Executed integrated marketing campaigns & data analysis to optimize performance following market research.
01/2020 - 01/2021 — Marketing Strategy Consultant
Designed targeted commercial action plans, increasing customer loyalty by 15%. Implemented innovative marketing solutions to enhance team training.
01/2015 - à ce jour — Marketing & Sales Manager for Luxury Watches & Complications
Directed commercial and marketing strategy, achieving a 10% increase in sales annually. Developed innovative sales strategies, enhancing VIP customer loyalty. Implemented digital transformation initiatives, improving operational efficiency.
01/2004 - 01/2015 — Director
Supervised a team of 100 people, achieving a daily turnover of at least €80k. Increased turnover from €9M to €20M in 5 years. Enhanced exceptional customer satisfaction through personalized services and exclusive product offerings.

Langues

Français (maternelle), Anglais (courant), Italien (notions), Espagnol (notions), Vietnamien (maternelle)

Atouts

Leadership and Management, Strategy and Innovation, Digital Transformation, Music Composition

Permis

Permis A

Loisirs

Music: Film music composer, assistant composer for Marc Lavoine, Sports: Football coach for FC Paris Arc en Ciel, Technology: Interest & aptitude for technological innovations

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