

57300 Hagondange
3 à 5 ans d'expérience
Réf : 250309042508



Business developer

Ma recherche

Je recherche tout type de contrat, sur toute la région Grand-Est, dans le Batiment.

Formations

12/2021 : Bac +5 à MBway Business School
Master's in Management, Commerce, and Entrepreneurship

12/2018 : Bac +2 à IUT Nancy Charlemagne
Diploma in Marketing

12/2016 : Bac +3 à IUT Metz
Bachelor's Degree in Marketing of Financial Products and Services

Expériences professionnelles

01/2024 - à ce jour :
Business Developer chez Ald Automotive - Société Générale sur Lyon
Managed corporate automobile fleets and analyzed client needs. Maintained customer relationships and enhanced client loyalty. Collaborated directly with sales representatives from major automotive brands, including Tesla, Mercedes, Audi, and Toyota.

01/2023 - 12/2023 :
Account Manager chez Chronopost sur Nancy
Expanded the client portfolio among professional customers. Proposed tailored national and international transport solutions.

01/2021 - 12/2022 :
Real Estate Finance Expert chez Société Générale sur Lyon
Expert in assessing credit, operational, and compliance-related risks (KYC, fraud). Analyzed clients' financial situations to determine optimal financing terms and appropriate loan types. Negotiated favorable terms for clients and prepared comprehensive credit files.

01/2019 - 12/2021 :
Sales Manager - Apprenticeship chez La Poste sur Lyon
Managed a portfolio of professional clients and developed revenue growth strategies. Analysis of commercial results.

01/2018 - 12/2019 :
Remote Commercial Advisor chez Harmonie Mutuelle sur Nancy
Marketed insurance products, including health and life insurance. Engaged in prospecting and provided advisory services to clients.

Langues

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