Business Developer

57300 Hagondange · 3 à 5 ans d'expérience · Réf. 250309042508

Ma recherche

Contrat recherché : Tout contrat
Zone : Grand-Est
Mobilité : sur toute la région
Rémunération : A étudier
Secteur : Bâtiment

Formations

2021-12-31 — Bac +5 — MBway Business School
Master’s in Management, Commerce, and Entrepreneurship
2018-12-31 — Bac +2 — IUT Nancy Charlemagne
Diploma in Marketing
2016-12-31 — Bac +3 — IUT Metz
Bachelor’s Degree in Marketing of Financial Products and Services

Expériences professionnelles

2024-01-01 - à ce jour — Business Developer
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.
2023-01-01 - 2023-12-31 — Account Manager
Expanded the client portfolio among professional customers. Proposed tailored national and international transport solutions.
2021-01-01 - 2022-12-31 — Real Estate Finance Expert
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.
2019-01-01 - 2021-12-31 — Sales Manager - Apprenticeship
Managed a portfolio of professional clients and developed revenue growth strategies. Analysis of commercial results.
2018-01-01 - 2019-12-31 — Remote Commercial Advisor
Marketed insurance products, including health and life insurance. Engaged in prospecting and provided advisory services to clients.

Langues

Anglais (Courant), Français (Langue maternelle)

Atouts

Communication, Negotiation, Decision-Making, Customer Service, Adaptability and Flexibility, Attention to Detail, Relationship Building

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