

75000 Paris
3 à 5 ans d'expérience
Réf : 250311224015



Account executive

Ma recherche

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

Formations

Bac +5 à Chamber of Commerce and Industry (GESCIA)
Master in International Business Development Management

Expériences professionnelles

01/2021 - à ce jour :

Account Executive chez Cardinal Health France sur Paris

Management of a client portfolio (80 clients including Air liquide, Cahpp, Cacic, Helpevia). 360-degree sales cycle: lead generation (20 calls / days), pipeline growth, preparation and submission of proposals and quotations, negotiation and deal closure.

01/2020 - 12/2021 :

Real Estate Agent chez Stephane Plaza Agency sur Paris

Negotiation and closing contracts. Cold callings (60 calls / days) / Field prospection (BtoC and BtoB).

01/2018 - 12/2020 :

Account Executive Mid Market chez Advance Protect sur Paris

Collaborate with the team: planning organisation, management of existing contracts. Response to public and private tenders.

01/2017 - 12/2018 :

chez Sodivia Group sur Paris

Developing proposal (canvassing, follow-up of purchase orders, quotations). Preparing invoices (follow-up, debt collection).

01/2016 - 12/2017 :

chez Satacama sur Paris

Accounts management: collecting opinions, monitoring payments, expenditure and income. Booking management: making appointments, confirming, reminding clients.

Langues

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

Centres d'intérêts

English boxing, Football, Voyages: France, Poland, England, Egypt, Spain, Canada, Algeria, Morocco, Tunisia, Turkey