Account Executive

75000 Paris · 3 à 5 ans d'expérience · Réf. 250311224015

Ma recherche

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

Formations

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

Expériences professionnelles

01/2021 - à ce jour — Account Executive
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
Negotiation and closing contracts. Cold callings (60 calls / days) / Field prospection (BtoC and BtoB).
01/2018 - 12/2020 — Account Executive Mid Market
Collaborate with the team: planning organisation, management of existing contracts. Response to public and private tenders.
01/2017 - 12/2018
Developing proposal (canvassing, follow-up of purchase orders, quotations). Preparing invoices (follow-up, debt collection).
01/2016 - 12/2017
Accounts management: collecting opinions, monitoring payments, expenditure and income. Booking management: making appointments, confirming, reminding clients.

Langues

Anglais (courant), Espagnol (courant), Kabyle (maternelle)

Atouts

Pack Office, Ciel comptabilité, Sage, CM, Eurydice

Loisirs

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

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