

Né le 01/01/1986
75000 Paris
Plus de 10 ans d'expérience
Réf : 250320090228



Managing director / country manager / sales & marketing director

Ma recherche

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

Formations

Bac +5 à ESCM Tours Business School
Master's in Marketing and International Business

Expériences professionnelles

09/2020 - 09/2023 :

General Manager chez Biosenzo sur Paris

Defined the business development strategy for the US and EU. Determined the budget for establishing the US subsidiary-Production/Lab facility in the US.

04/2018 - à ce jour :

General Manager chez Ingredients Import & Distribution sur Paris

Import, distribute ingredients; negotiation with customer's Purchasing, R&D directors (direct sales). Wine selection, import and distribution.

03/2016 - 02/2018 :

Senior Advisor chez Zenoaq sur Paris

Mission for ingredients in Food and Pet food sectors. Subsidiary establishment, recruitment, identify, evaluate, and activate distributors on APAC.

03/2015 - 03/2016 :

Representative Director Asia Pacific chez Rp Royal Distribution SI.

Managing and nurturing Key accounts; Projects management; Closing deals and replying to tenders.

09/2012 - 02/2015 :

Key Account Manager chez Mcube Group-carlipa

Real time Virtual reality sectors; Business development, identify and activate business partners.

11/2008 - 09/2012 :

Representative Director chez Lumiscoppe S.a.r.l.

Business development & selection of distributors for the APAC and EMEA area.

10/2007 - 10/2008 :

General Manager chez Biosenzo

Oversee the sales & marketing operations for various products on the APAC area.

05/2000 - 10/2007 :

APAC Sales Director chez Rousselot S.a.

Establish a sales, marketing and logistic organization; Recruitment; Select and monitor the distributor to cover the APAC region.

09/1998 - 05/2000 :

Asia Sales Director chez Weishardt International

Project management; Define and implement Technical support process.

Langues

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

Centres d'intérêts

Muay thai, Gym, Golf, Yachting, Wine tasting, Travels, Military service: Aspirant and personal assistant « aide-de-camp » to Corps General