Managing Director / Country Manager / Sales & Marketing Director

Né(e) en 1986 · 75000 Paris · Plus de 10 ans d'expérience · Réf. 250320090228

Ma recherche

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

Formations

Bac +5 — ESCEM Tours Business School
Master's in Marketing and International Business

Expériences professionnelles

2020-09-01 - 2023-09-30 — General Manager
Defined the business development strategy for the US and EU. Determined the budget for establishing the US subsidiary-Production/Lab facility in the US.
2018-04-01 - à ce jour — General Manager
Import, distribute ingredients; negotiation with customer's Purchasing, R&D directors (direct sales). Wine selection, import and distribution.
2016-03-01 - 2018-02-28 — Senior Advisor
Mission for ingredients in Food and Pet food sectors. Subsidiary establishment, recruitment, identify, evaluate, and activate distributors on APAC.
2015-03-01 - 2016-03-31 — Representative Director Asia Pacific
Managing and nurturing Key accounts; Projects management; Closing deals and replying to tenders.
2012-09-01 - 2015-02-28 — Key Account Manager
Real time Virtual reality sectors; Business development, identify and activate business partners.
2008-11-01 - 2012-09-30 — Representative Director
Business development & selection of distributors for the APAC and EMEA area.
2007-10-01 - 2008-10-31 — General Manager
Oversee the sales & marketing operations for various products on the APAC area.
2000-05-01 - 2007-10-31 — APAC Sales Director
Establish a sales, marketing and logistic organization; Recruitment; Select and monitor the distributor to cover the APAC region.
1998-09-01 - 2000-05-31 — Asia Sales Director
Project management; Define and implement Technical support process.

Langues

Français (Langue maternelle), Anglais (Courant), Japonais (Courant)

Atouts

Gestion générale, Développement commercial, Négociation B to B, Gestion de projet, Stratégie marketing, Gestion d'équipe, Analyse de marché, Création de réseaux d'affaires, Fidélisation client, Gestion des comptes clés

Loisirs

Muay thai, Gym, Golf, Yachting, Wine tasting, Travels, Military service: Aspirant and personal assistant «

aide-de-camp » to Corps General

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