

57050 Le Ban Saint-martin
5 à 10 ans d'expérience
Réf : 2605240549



Opportunity technical advisor

Ma recherche

Je recherche tout type de contrat, sur toute la région Grand-Est, dans le Batiment.

Formations

09/2017 : Bac
Scientific Baccalaureate

05/2014 :
Cambridge Certificate in English

Expériences professionnelles

12/2025 - à ce jour :
Opportunity Technical Advisor chez Capner sur Steinfort
Development of renewable energy solutions for B2B and residential clients (solar, energy optimisation).
Identification of client needs, proposal of tailored energy transition strategies, consultative sales, collaboration with internal engineering teams, expansion of CAPNER's presence across the European market.

01/2025 - 12/2025 :
Sales & Marketing Director chez Orne Thd
Leadership of the B2B and B2C commercial strategy. Supervision of sales, marketing and front office teams.
Structuring of commercial offers and performance monitoring (KPIs, dashboards). Direct collaboration with executive management on growth and market positioning. Development of a long term vision focused on regional development and customer satisfaction.

11/2022 - 01/2025 :
Technical Sales Manager chez Global Bureautique
Management and development of a portfolio of 230+ professional clients. Average acquisition of 3 new accounts per month. Management of high value clients (energy, legal, real estate sectors). Sales of office automation solutions, digital tools and associated services. Strong field expertise: negotiation, customer retention and strategic account management.

11/2017 - 11/2022 :
Sergeant Instructor - Training & Intelligence chez French Army
Command and management of operational teams in France and internationally. Training, supervision and skills development of personnel. Participation in training missions for foreign special forces (Jordan, Africa, Middle East). Operations in demanding environments requiring discipline, adaptability and strong responsibility. Development of structured leadership, analytical skills and decision making abilities.

Langues

French (Oral : maternelle / Ecrit : expérimenté), English (Oral : maternelle / Ecrit : expérimenté)