

75000 Paris
Plus de 10 ans d'expérience
Réf : 260723133253

Business development manager & account manager

Ma recherche

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

Formations

Bac +5 à AEI UPEC
MBA International Commerce

Bac +3 à KIAU
Bachelor English Translation

Expériences professionnelles

01/2024 - à ce jour :

Advisor - Sales Strategy & Business Development chez Btp Company

Advised on sales strategy and business development, client acquisition and relationship management.
Completed online courses in Salesforce data analytics.

09/2023 - 01/2024 :

Business Development Manager chez Shippr Company

Led SaaS sales and business development for corporate accounts and SMEs in the food and mobility industries. Secured new clients through strategic outreach and engagement. Oversaw the entire sales cycle from prospecting to closing, ensuring customer success and satisfaction. Increased sales results by 13%, contributing to overall company growth.

01/2022 - 05/2023 :

Senior Business Developer chez Qt Group Inc.

Generated a robust pipeline, identifying key players and creating opportunities in the automotive and medical industries. Successfully closed deals with SMEs in the software and gaming industries. Onboarded and trained new SDRs, enhancing team productivity and performance. Overachieved the target by 180% in results.

01/2015 - 12/2020 :

Co-founder and Sales Director - Global chez Unican & Viebelle

Managed the company's extensive portfolio, driving strategic business growth. Formulated and executed comprehensive strategies to start, run, and expand the business. Prospected, negotiated, and closed deals with international B2B partners, securing high-value contracts. Closed B2C deals ranging from \$10K to \$1M. Launched new immigration programs worldwide, planned and supervised digital marketing, recruited and trained a sales team of 23 specialists, and achieved a 1000% increase in total revenue.

Langues

English (Oral : maternelle / Ecrit : expérimenté), French (Oral : courant / Ecrit : intermédiaire), Persian (Oral : maternelle / Ecrit : expérimenté)

Centres d'intérêts

Traveling, Fitness, Writing, Cooking, Social Media / Podcasts