

75000 Paris
3 à 5 ans d'expérience
Réf : 2609091649



International business developer | export & trade specialist

Ma recherche

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

Formations

12/2025 : Bac +5 à SKEMA Business School
MSc International Business

07/2022 : Bac +3 à St. Joseph's University
BA International Relations, Public Policy & Journalism

Expériences professionnelles

05/2025 - 10/2025 :

International Business Developer (Internship) chez Ibk Tropic S.a sur Barcelona

Collaborated with product development, built and maintained a CRM of 500+ potential clients, developed go-to-market and sales strategies, negotiated and closed 9 partnership agreements, improved pipeline visibility.

06/2024 - 08/2024 :

Assistant Export Manager (Internship) chez Ibk Tropic S.a sur Barcelona

Assisted international shipping logistics for 4 export containers, coordinated with global suppliers and freight forwarders, supported export documentation in SAP (commercial invoice, packing list, certificate of origin).

09/2022 - 12/2022 :

Business Development Executive chez Myfinfi World Pvt. Ltd sur Bangalore

Implemented targeted growth strategies, managed key accounts, monitored KPIs, sales forecasts and performance against quota using CRM tools.

08/2019 - 09/2022 :

International Trade Operations Executive chez Lala Agro Tropic sur Kerala

Coordinated import/export supply chain, prepared trade finance documents (letter of credit, bill of lading, HS code classification), maintained client database, ensured regulatory compliance and organized shipment records.

Langues

English (Oral : maternelle / Ecrit : expérimenté), Spanish (Oral : notions / Ecrit : débutant), French (Oral : notions / Ecrit : débutant)