

Né le 17/12/1969
91160 Longjumeau
Plus de 10 ans d'expérience
Réf : 2609141640

Sales manager

Ma recherche

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

Formations

12/1990 : Bac +2
BTS Commercial Action

Expériences professionnelles

09/2021 - 12/2021 :

EMEA Attachments Sales manager chez Yanmar Compact Equipment

Develop the product portfolio, define business plan and P&L, set objectives and optimise sales in the EMEA region, follow up sales reporting, benchmark new markets, coordinate with factories (France and Germany), develop product knowledge and application training.

04/2016 - 09/2021 :

Area Sales manager France East chez Yanmar Compact Equipment

Managed distribution network, defined annual forecast, built customer portfolio loyalty, analysed customer needs, negotiated key account contracts, ensured contract execution and customer satisfaction, provided Salesforce training.

01/2011 - 12/2016 :

Director of Development chez Inovon

Sourced additional business, finalised and followed up customer contracts, contributed to division structure development (network, products, services), assisted the Director of the On Site Intervention Unit.

01/2009 - 12/2011 :

Light Equipment Sales & Marketing manager worldwide chez Bomag Germany

Prepared business plan for the Light Range, implemented commercial policy and animation of subsidiaries worldwide, supported subsidiary sales forces, co developed products with engineers and product managers.

01/1996 - 12/2009 :

Key account manager chez Bomag France

Targeted and maintained customer portfolio loyalty, analysed customer needs, negotiated framework contracts, followed up contract execution, collaborated with distribution network.

01/1994 - 12/1996 :

Sales representative chez Colber Distribution

01/1990 - 12/1994 :

Sales representative chez Kramer Allrad

Langues

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

Centres d'intérêts

Travels, Scuba Diving, Underwater photography