
PROFESSIONAL EXPERIENCES

■ Professional Coach – ICF – (PCC in progress) **Today**

■ Area Sales Manager SALOMON – AMER SPORTS **Nov. 2017– Dec.2021**

■ Sales Representative Est France – ODLO **Dec. 2015–Nov. 2017**

- Present and sell company products and services to current and potential clients.
- Sell-in and sell-out missions. Track, collate and interpret sales figures. Local Business plan.
- Merchandising / Category management (soft corner approach).

■ Project Manager – VEOLIA ENVIRONMENT **Dec. 2014– Dec. 2015**

- Present and sell company products and services to current and potential clients.
- Technical diagnoses aiming to the valorization of the industrial waste.
- Environmental Audit - Manage account services through quality checks and other follow-up.

■ Department manager – DÉCATHLON **October 2012– Nov. 2014**

Dec. 2013 - Nov. 2014 WITTENHEIM Department manager RUNNING & Equitation - 10 people. Results : department development from 2 million to 2,8 million turnover

May 2013 - Dec. 2013 WITTENHEIM Department manager Running/Trail

Octobre 2012- Mai 2013 SAINT DIE DES VOSGES Department manager : Collective sports, Sports of Rackets, Sports of precision, Roller, Walking, Swimming.

Inventory control, of linear, choice and management of the product ranges. Development of the trade policies, studies of competition, study of the market radius. Recruitment, training and animation of a team. Category Management. Feedback to Kalenji on the product range.

■ Junior Product Manager – FOSSIL FRANCE **2010–2012**

Define the product strategy and roadmap for 3 brands : DKNY, Diesel and Adidas watches /Research and analyze market conditions / Identify key competitor and consumer trends / Articulate market requirements and opportunities / Identify opportunities for product innovation and product enhancements / Work with research regarding product development

FORMATIONS

■ KEYS OF COACHING – COACHING WAYS **2021**

■ MASTER II MARKETING – EM STRASBOURG BUSINESS SCHOOL **2010– 2012**

■ MARKETING LICENCE– ULSTER BUSINESS SCHOOL **2009 – 2010**

■ DUT TECHNIQUES DE COMMERCIALISATION – IUT VALENCE **2007– 2009**

SKILLS

■ LANGUAGE

- English fluent ; Italian ; Spanish ; Chinese, mandarin notions (DU1 : University Diploma level 1)

■ SOFTWARE

- Web / Pack Office (excel...)
- Sphinx software

■ MARKETING

- Market study
- Trade strategy advice (sell-out and sell-in), Business plan development