

Guillaume MULLER, 26 years old

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PROFILE

Business center Manager (actual position) with a significant experience in sales (account manager) and with a solid educational background (Double Master's Degree graduated student), I am keen to work in an international context with high responsibilities.

Reliable, trustworthy, ambitious and meticulous. Strong communicator with proven managerial and organizational skills. Able to work on own initiative or as a part of a team. I will be available as soon as possible.

SIGNIFICANT EXPERIENCES

Centre d'Affaires Ulysse (Ulysse Business Center)

Mulhouse, FRANCE

Business Center Manager since:

March 2010

- ✕ In charge of an entire business center (65 offices, meeting rooms, associated services, company domiciliation) and I was the client's direct contact
- ✕ Exceed the sales targets (% occupancy & revenue growth) every quarter
- ✕ In charge of a significant growth of the leasable area (+1000m² in Q4 2010)
- ✕ Responsible for entire sales process: from the detection to the closing, and beyond (day-to-day relations)
- ✕ In charge of all the RFQs, RFPs, invoicing, payments and CRM super-user (iTool)
- ✕ Keeping high services level and maximizing service revenue
- ✕ Reporting, management of two persons

DELL

Paris, FRANCE

Sales Representative in the Key Accounts department for Public customers for:

Sept. 2008 – Oct. 2009

- ✕ Part of the Public Acquisition team (70M\$ revenue)
- ✕ In charge of a 15M\$ revenue portfolio (La Poste, EDF, Ministry of Justice, Quai Branly Museum)
- ✕ Business development, high level negotiations (with my financial department and with the customers)
- ✕ Facing decision-makers such as IT directors or purchasing directors
- ✕ Significant wins (Project mode deals > 500k€)

Dernières Nouvelles d'Alsace (French newspaper)

Strasbourg, FRANCE

Responsible for the optimization of the Supply Chain for:

May – August 2007

- ✕ Use of high-performance technological tools. Alone to carry out this work.

EM Strasbourg, Management School

Strasbourg, FRANCE

VP of the student center for:

Sept. 2006 – June 2007

✕ Organization and follow-up of a student trip in Spain for 300 people, gala, and many other events

✕ 150k€ end of year revenue

HIGH EDUCATION

Reims Management School

Reims, FRANCE

Master's Degree: Business Development and Key Account Management

February 2010

Thesis: "Sales teams management and organization in a key account customers context"

University College Cork

Cork, IRELAND

International exchange program in International business management

June 2008

Minor: Entrepreneurship

EM Strasbourg, Management School

Strasbourg, FRANCE

Master's Degree: Entrepreneurship and sales management

June 2007

Thesis: "The clusters as an engine of innovation in France"

Lycée Michel de Montaigne

Mulhouse, FRANCE

Preparatory classes for Business Schools (HEC)

June 2005

LANGUAGES

French native speaker

Fluent in spoken and written English (TOEIC test: 920 points)

Intermediate in spoken and written German

ADDITIONAL INFORMATION

I am a keen sportsman. I have played basketball in the French national championships, which taught me a lot about team-work, and I also enjoy golf, snowboard, surf and running (marathons and half marathons).

My extracurricular interests also include cinema, listening to music (especially classic rock) and traveling (I have been three times in the USA in the past 4 years and I travel a lot in Europe through CouchSurfing).

I own a driving license.

REFERENCES AVAILABLE UPON REQUEST