

## CV Repreneur 171107

### Son profil / parcours

Il habite : Juan les Pins (06), France

Age : 28 ans

Sa formation : Ingénieur des Mines de Douai,  
Technologies des Polymères et composites.

Parcours professionnel : Mai 2019 ? Aujourd'hui  
Europe Sales Manager  
Segments : Oil & Gas, Nuclear Plant, Power station, Transport Infrastructures, Airports,  
Customers : Consultancy companies, EPC Companies, Utilities, Distributors.

Development of commercial activity in Europe,  
Collaboration to define the marketing and commercial plan,  
Creation and animation of a network customers and agent,  
Support customers by recommending solutions, new services and innovative applications to meet their business and technology needs, with the support and approval of the technical department,  
Ensure continued growth by offering upgrades, advanced products and value-added customer services related to the design office.

Business Unit Manager, Import et export  
4 ans 2 mois,  
Sept. 2017 ? avr. 2019

Strategy :  
Competitive analysis,  
Creation of new commercial offer (design office, recruitment offer, prospection of new market or sectors),  
Denition of the company's global strategy with the CEO, and road map proposition,  
Participation in the company's strategic R & D projects (development of eco-designed products).

Business Development :  
Management of the sales teams,

Denition of quarterly objectives,  
Management and support of Business Developers,  
Develop major contracts with major environmental accounts,  
Follow up on projects,  
Participation in the call to tender with the engineering office.

Recruitment :

Recruitment of sales teams and design office team,  
Definition of the recruitment strategy (School relationship),  
Definition of different processes with the HR team.

Business Developer / Manager, Import et export  
mars 2015 ? sept. 2017

Commercial:

Prospect, Develop and Retain a portfolio of specialized clients particularly in the field of the environment and major infrastructure projects (SUEZ, Veolia, Ingérop, Vinci, CNIM, ...),  
Participate to the commercial strategy,  
Realization of proposal and negotiations of major contracts,  
Management of a profit center,  
Business intelligence and technological Watch.

Recruitment :

Participation in the development of the recruitment strategy (writing / disseminating jobs oers, community management),  
Selection and recruitment of new consultants.

Managerial :

Management of a team of consultants,  
Develop the consultant team (training, ...).

Sourcing Technologies :

In addition to the engineering consulting business, consolidation of the Business Development activity at Eng'IN,  
Sourcing of foreign technologies (especially in Israel territory) dedicated to environmental domains (water treatment),  
Benchmark on the French market,  
Creation of Business Models,  
Call to tender on the French market.

Société(s) recherchée(s)

Titre société recherchée : Bureau d'études spécialisées / Service aux entreprises

Secteur(s) d'activité recherché(s) : Bâtiments / travaux publics, Matières premières / Energie, Plastique / Chimie / Pharmacie, Services à l'industrie, Services aux entreprises

Description société recherchée :

Localisations recherchées : Alpes Maritimes

Valorisation recherchée : 100 K€ à 250 K€

Montant de son apport : 100 K€

Dans sa démarche le repreneur est ouvert à :

- Une reprise majoritaire, le cédant restant en minoritaire
- Une association minoritaire avec le chef d'entreprise actuel