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Paris 18 Buttes-Montmartre (75018)

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GLOBAL KEY ACCOUNT MANAGER HEAD OF SALES, Senior

EXPERIENCES PROFESSIONNELLES

janv. 2020 / aujourd'hui **Key Account Manager**

Pochet du courval

- o Project Management and Management of project coordinators*
- o Key Account Director in charge of L'oreal (First strategic customer)*
- o In charge of Financial indicators, Forecasts (Rolling Forecasts), sales margins*
- o In charge of KPI's for Finance (Ebitda, Cash flow, Accuracy of forecasts)*
- o Management of projects with the industrial interfaces (product development team, Quality team, strategy teams and*
- o Management of 5 people team (sales assistants,*
- o Creation of value, Business development with L'oreal*

avr. 2017 / nov. 2019 **International Key Account Manager**

Cosmogen

- Patron d'un portefeuille clients européens.*
- gestion de projets en achats sur l'Asie et coordination des projets auprès des clients européens sur les secteurs de la Cosmétique et du Maquillage.*
- 16 Million \$ TURNOVER*
- Garant de la rentabilité, du cash flow et des KPI*
- Pilotage des projets clients et coordination des projets spécifiques*

janv. 2015 / déc. 2016 **Global Key Account Director**

Lindal Group
market

- o 55 M. € turnover*
- o Key account Personal care : L'Oreal, Fareva 8 M€*
- o Food & beverage: Friesland Campina, Hochwald, CODAP 10 M€*
- Pharma customers: GSK, Sanofi.. 1 M€*
- o Management of a five people team (1 KAM, 1 technical sales, 1 sales manager, 2 sales assistants)*
- o Strategy implementation*
- o Budgeting & Forecasts*
- o Management of P&L into to the management board*

janv. 2014 / janv. 2015 **Sales Director France**

Dutch Group specialized in the production and distribution of Packaging solutions PET PE PP

- o 3 M. € turnover*
- o Personal care : L'Oréal, Nuxe, Caudalie, Alès Group*
- Pharma: 1 M. € (Lab.Ceva, Axience, Merial)*
- o Management of a five people team*

janv. 2010 / déc. 2013 **Global Key Account Manager**

32 M. €

- o New Business Development of medium sized customers specialized in cosmetics, Make up and Food in Italy, France, Belgium, UK and Sweden: Clarins, Orlane Kelemata group, L'Occitane, Nuxe, Alès group, Oriflame, Mc*
- Cormick, Diageo, Pernod Ricard accounting for: 8 M. €*
- o Main successes:*
- Puig Group. Nina Bottle 1 M. turnover at launch €*
- Yves Rocher Evidence bottle 0.7 M €*
- Yves Saint Laurent, La Parisienne 1,5 M. €*

Boucheron bottle, B7 project 0.5 M €
Dior, Poison 1 M. €
Dior Eau Sauvage 0.5 M. €
Chanel Parfums Beauté, Sublimage jars 0.8 M. €

- janv. 2006 / déc. 2013 Global Key Account Manager**
SAINT-GOBAIN (ex SGD known
as Verressence)
Glass manufacturer
- janv. 2001 / déc. 2006 Key Account Manager**
APTAR group (Emsar Division)
Micro pumps manufacturer for Cosmetics,
Pharmacy and Food markets,
- o Key account Personal care : Puig Group, Coty group: 7 M. €
 - o Trade Marketing strategy implementation with agents and Distributors in Africa and Spain: 1,5 M. € (Sivop Sénégal, Ivory Coast) Distributors coaching, professional exhibitors assistance and support to improve their level of sales
 - o Management of a five people team (three sales Assistants, two supply chain and Product Quality Assistants)
 - o Strategy implementation for Key Accounts and SME's
 - o Budgeting & Forecasts
 - o Management of KPI's Stock level, Margin, No quality level, cash-flow,
 - o Business Development on Cosmetics, Make up, Food (Codefa, Le Petit Olivier, SMA diffusion) and Beverages: 100 customers, 1,5 M. €
 - o Management of Quality with customers (technical assistance) and audits of the European plants of the group
 - o Working in a project mode with all the factories of the group and globally
- janv. 1999 / déc. 2001 DHL Express International**
o 7 M. € turnover
o Management of a team of 5 sales Managers
Coaching, training, respect of productivity, Performance follow up
o Visit to customers
o Team Reporting to Management
o Sles Synergies with all the Salesforces of the group
o Budgeting & Forecasts
- janv. 1994 / janv. 2001 Team**
DHL Express International
- janv. 1994 / janv. 1999 Sales Manager**
DHL Express International
o 5 M. € turnover
o 100 customers
o Business Development on the area of Seine et Marne
o Development on the basis of Sales Leads, Marketing files, Field prospecting
o Development on the basis of incremental existing business and new additional business 50% each
o Main successes: Best national growth in 1998 (best of award)

DIPLOMES ET FORMATIONS

- / juin 1994 **Master 1 International logistics - BAC+4**
- / juin 1992 **Technical degree in International Business Trade - BAC+3**

COMPETENCES

PP, Ceva, Axience, Merial, Microsoft Word, Excel, PowerPoint, Lotus Notes, SAP, SharePoint, Microsoft ACT, Qlikview, Politics, newspaper and magazine reading, travelling, Brasil, Italy, South, Africa, China

COMPETENCES LINGUISTIQUES

Anglais
Italien

Elémentaire
Courant