

Sales engineer



sales

engineer

technical

France

north



LinkedIn

After higher and adaptable technical education, I mainly directed myself towards technical sales representative positions. I was office based, travelling or both in B to B...

53 years old

Driving License

Lille (59800) France

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Inside sales representative

Orexad Brammer - Rubix (59) - December 2021 to January 2023

Handing out of B to B industrial supplies

Inside sales representative

Dimelco (59) - April 2017 to November 2020

Import, handing out, rental, after-sales and calibration of industrial use measuring tools

Desk-bound technical salesman

Haskel France (59) - June 2016 to December 2016

High pressure equipment manufacturer :

- Pneumatic driven liquid pumps, air amplifiers, pneumatic and hydraulic driven gas boosters, system components
- Valves, tubing, fittings and accessories

Sales engineer

Tyco F.I.S. (78) - March 2000 to August 2013 - France

- For sprinkler fire protection business in Northern France
- Customers loyalty, canvassing, consulting and negotiating
- Studies and assessments (one-shot quotations and periodic working contracts)
- Contacts with suppliers and subcontractors
- Results needing managerial autonomy, technical and administrative professionalism, commercial versatility, service minded, team spirited...

International technical sales representative

LED (54) - November 1997 to July 1999 - France

- Teamed up with a multi trading licences sales representative to sell components and all kinds of services on polyurethane foam machines to industries :
- Doubled the referred customers number
- Sales increased by 1.5 million d'euros (+20%)
- Prospection and development of a clientele based in cross-border countries, mainly Belgium and the U.K. (export and clients visits in England)
- Structuring the agency (database, internet website...)

Technical buyer

Leroux (59) - October 1995 to November 1997 - France

- For the maintenance of the company (food industry) :
- Dealing with requests for purchases and following up of matching orders - Supervising delivery deadlines, checking up invoices
- Meeting and selecting suppliers and subcontractors (around 200)
- Following up maintenance expenses charts and identifying key indicators (150 000 euros/month excluded investments)
- Setting up of a computerized stock management system

Sedentary sales technician

Hibon (59) - April 1994 to September 1995 - France

In the after-sales department of this industrial gas volumetric pumps manufacturer

Other missions

Varied - 1993 - France

- 2021 : inside sales representative for Corri Servais (industrial valve manufacturer)
- 2015 : sales engineer for Agicom (industrial marking)
- 1999 : technical manager assistant for Kiloutou (equipment rental)
- 1994: maintenance technician at Peadouce (lubrication, inspections and repairs of mechanical parts)

- 1993: electric Fitter - wiring specialist at Cegelec (in workshop on power and low-current systems)
- 1992-1993: military service as a tank driver + commando training
- 1990-1991: certificate of specialization, 2 internships et 1 student job in hygiene/cleanliness/industrial cleaning business

SKILLS

Miscellaneous

- Sales and purchases (B to B)
- Maintenance / After-sales
- New products
- Sprinkler fire protection
- Piping
- Industrial valves
- Engines
- Pumps
- Instrumentation / metrology
- pack office / CRM / ERP / NICT

Langues

English



EDUCATION

English

UNIVERSITÉ LILLE 1 SCIENCES ET TECHNOLOGIES - FORMATION CONTINUE

July 2014 to June 2016

Intensive course in general english (level B1.2) + Business Programme Intermediate + TOEIC preparation

Licence Electricité Electronique Automatisme

UNIVERSITÉ LILLE 1 SCIENCES ET TECHNOLOGIES

September 1991 to June 1992

Equivalent of a bachelor's degree BS with a major in Electricity, Electronics and Automatism (level)

BAC + BTS

LYCÉE FREDERIC OZANAM (LILLE)

September 1986 to June 1991

"Baccalauréat électrotechnique" (equivalent of BTEC / High School Diploma in Electrotechnics) - Passed with distinction

"BTS maintenance industrielle" (equivalent of HND / Associate's degree in industrial maintenance) - Passed with distinction

INTERESTS

Varied

Investment club and hiking association member