

Romann LASPEYRES

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OBJECTIVE

Motivated and reliable student looking for an enriching experience in international sales within the UK.

EDUCATION

Southampton Solent University – Southampton, Hampshire, United Kingdom

Bachelor of Science (BSc) Hons in Business Administration 2016-2017

Business finance, marketing strategy, cross-cultural management, HR management

Montpellier Business School - Montpellier, Hérault, France

BIBA Bachelor of International Business Administration 2013-2017

Management, negotiation, economics, marketing, international business, project management

Henri IV High School – Béziers, Hérault, France

Baccalauréat ES - A-level in Economics with Honours 2010-2013

PROFESSIONAL EXPERIENCE

Aquafadas - Digital publishing and software provider - Montpellier, Hérault, France

International Business Development September 2015 – July 2016

- Integrated in a five-member team with distinctive profiles, cooperating to improve Aquafadas' international sales, partnerships and to strengthen its presence on the French market.
- Prospecting new markets, acquisition of new customers and partnerships, leads nurturing, improving customer relationships, participation in negotiations.
- Providing commercial support to the international partners.
- Processing incoming commercial requests by phone and email from all over the world, providing quotations, making cold calls, estimating time and cost of additional developments, sending electronic invoices and purchase orders.
- Attending commercial appointments, both on the field and via Skype.
- Redaction of a monthly newsletter aimed to the partners, providing business advice and information related to the products developments, creation of marketing brochures.

Achievements

- Creation of a new product offer aimed to book publishers: Selection of the features gathered in the package, estimation of the retail price, writing of the commercial speech...
- Launch of an application with the non-profit organization Touchable Earth.
- Creation of a large database of new clients and potential partnerships, especially for the Nordic countries area, Middle East and South Africa. Numerous cold calls improving my negotiating skills.
- Negotiating and signing a 12,000 € contract with a German design agency under the supervision of my tutor

Société Générale – Retail banking company – Montpellier, Hérault France – Commercial Operations
Department

HR and administrative assistant

June 2014 – September 2014

- Integrated in a two-member team, in charge of the administrative staff management and human resources in the local agencies.
- Daily update of the central database (employee attendance, vacations, formations, business trips...), sending pay slips, managing administrative procedures, reimbursement of professional expenses.
- Writing apprenticeship contracts, updating employees' files, answering to application letters.
- Participating to recruitment interviews for three employees with the team, conducting the interviews for 16 working students.

Achievements

- Improvement of my relational skills due to contact with the employees, the recruitment interviews.
- Discovery of the inter-services cooperation in a large enterprise.

SAV Raux – Sales and installations of air conditioning, heat pumps, boilers, plumbing materials – Nissan-lez-Ensérune (34440)

Sales and installations assistant

June 2012 – September 2012
and June 2011 - September 2011

- Direct sales, orders preparations, negotiations with suppliers.
- Distributing flyers, cold calls and door to door lead generation.
- Installations, repairs, managing the expenses and sending quotes.

CORE SKILLS

Languages

- French: Native speaker
- English: Fluent, full working proficiency
- Spanish: Limited working proficiency

IT/Computer skills

- Word, Excel, and PowerPoint: Fully proficient
- Pages, Numbers and Keynote: Working knowledge
- Salesforce (CRM): Fully proficient

Certifications

- IELTS : 7.0/9 (Listening: 7.5 Reading: 7.5 Writing: 6.0 Speaking: 7.0)

HOBBIES AND INTERESTS

Sports: English boxing, muay thaï, swimming, crossfit, running, bicycle, skiing.

Movies: Science fiction, thrillers...

Travelling: Austria, Sweden, England, Italy, Germany, United States, summer student exchange in Flagstaff, Arizona, in a foster family working as a versatile worker in their restaurant.

Cooking: Recipes from all around the world, especially Indian and Mexican cuisine.

References available upon request