

**Mouatez D.** - Né en 1994  
**92200 Bagneux**

**Réf : 2401301310**

## Key accounts management

### Ma recherche

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Je recherche tout type de contrat, sur la France et étranger, dans le Bâtiment.

### Formations

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**2022** : Bac +5

Master of Business and Administration - Sales & Marketing @ MBA ESG

**2019** : Bac +5

Change Management

**2018** : Bac +5

Negotiation & Selling Skills Program

Communicating Effectively

Leading Without Authority

**2017** : Bac +5 à Ecole Polytechnique

Engineering Degree:

Electrical Engineering

### Expériences professionnelles

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**04/2023 à ce jour** :

International Key Account Manager chez Original Btc France sur Paris

Key Accounts Management Managing Original BTC's Key Accounts:

Airbus, Accor Group within France, Belgium & Switzerland. Net Sales : €1.9M.

Identifying new sales opportunities by analyzing customers' projects.

Raising orders and quotations.

Receivables follow-up & collection.

Direct negotiation with customers Business Development Market and competition analysis for German Market.

Development of German market by opening a showroom at Munich.

Development of Luxembourg Market : Sofitel Hotel : €230k

Outbound sales identification: €180k.

**09/2021 - 02/2023** :

Account Manager chez Welcome To The Jungle sur Paris

1- Accounts Management Management of a portfolio of 200 clients (15-150 employees) :

€520k

Onboarding new customers.

Contract renewal and churn retention.

Identification of growth opportunities through upsells and cross-sells 2- Strategies Creation of Customer Delivery

Departement

Processes and tools implementation.

Coaching and training of new employees (9 new employees)

## **2017 - 2021 :**

International Sales Specialist & Installed Base Leader - Maghreb & West Africa chez Tetra Pak, Algerie

1- Global Accounts Management Managing Tetra Pak's global accounts: Danone- Lactalis within Maghreb & West Africa,

Technical Sales: €35M.

Identifying new sales opportunities by analyzing customer's KPIs.

Supporting global accounts on their projects by understanding their overall business.

Receivables follow-up & collection.

Direct negotiation with customers (price, delivery times, GTC, etc.).

Market and competition analysis 2- Installed Base Leader Managing all the installed equipment within GME&A

Cluster : (Updates, KPIs analysis)

Supporting the local team on identifying new technical sales opportunities.

Elaborating several sales strategies within GME&A culster : Upgrades (€4M), Training(€750k) 3

- Parteneship Strategies Identify and source partnership opportunities through inbound lead follow-up and client visits

Research partners, identify key players : Alva Laval, Danice.

Forecast, measure, and report the results of various projects with partners

## **Langues**

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Français (Oral : maternelle / Ecrit : expérimenté)

## **Logiciels**

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Pack Office, Crm, Sap, Hubspot

## **Permis**

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Permis B

## **Centres d'intérêts**

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Travel: Africa, Americas, Asia, Europe

Video games

Films & series