



Independent
Optimist & sociable
Entrepreneur & voluntary
Competitive challenger

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International Driving License

I am a **competitor**, and go naturally towards **new challenges**, in order to contribute to the **success** of my company. Through profitable actions and decisions, I'll always be a **brand ambassador**.

With **international mobility**, I aim to take an active part in **commercial development**. A hands-on person, passionate by the wine trade and the customer service, I have a profound **sense of responsibility**.

Prospecting, meeting, guiding, and creating **customer loyalty** are my keywords.

WORK EXPERIENCE

Customer advisor: Crédit Agricole, Grenoble (38) (Permanent contract since Sept 2015)



- **Certification** for the Professional ability in Insurances
- **Certification** from the **French Financial Market Authority**
- **Banking services, Insurances', financial investment, mortgage**

Host and Sales Assistant: Decathlon, La Tronche (38) (Permanent contract 2013 to 2015)



- **Fitness & shape department**
- **Advice & guide** customers in their buying process / good **customers' relation ship**
- **Manage order** to fill the aisle & avoid rupture / **attentive to figures**

Project Manager: S.A Events, Echirolles, France (38) (April to September 2014)



- **Understand all the clients' specifications** for a seminary or incentive travel.
- **Find partner or supplier** able to ensure high quality events
- **Realize a global budget** (need to control overall cost and estimate good margin)
- **Optimization** of staff member / logistics equipment

Marketing assistant: All sports marketing, Toronto, Canada (April to August 2013)



- Participated in **event creation** in Montreal including **sponsorship research**,
- **Promotion** of Sports Events trough POP distribution.
- Added contents to website and social media (**SEO**); **web-marketing skills**.

Sales Executives: TDT GROUP, Ho Chi Minh City, Vietnam (May to August 2012)



- Commercialize **wine tasting classes** to Hotels and Groups downtown
- Collaboration with a French wine trader « Vins Descombes »
- I also had to **schedule meetings with customers** and **grew** the business
- I had responsibility and autonomy during my work.

Sales and marketing manager: TEN8TY.COM, Grenoble (38) (May to August 2010)



- **Creation** of customer files
- **Updating** the newsletter and the website with marketing director.
- **Cold calling** to research new customers

EDUCATION

- **2018 (ongoing) International Trade Manager in the wine industry & WSET level 3**

Subject: International marketing, logistics, export strategy focus on wine market
I studying all the method and culture of the wine industry. Tasting class

- **2014 – 2015 Administration & Enterprise Institute:** 2nd year in Master Degree.

Specialize in Marketing & the management of the distribution

Subject: Distribution management, sales management, sales strategy of company,

I study the main characteristics of all marketing elements focus on the distribution dept.

An asset to understand all sales, distribution & management techniques to apply in an industry

- **2013 – 2014 Administration & Enterprise Institute:** 1st year in Master Degree - Marketing

Subject: Marketing, communication, business marketing, web-marketing

I study the main characteristics of all marketing elements. A veritable asset to improve the

Communication and the strategy about company

- **2012 – 2013 Bachelor Degree:** Degree in company management (final year)

Graduate with honors

Subject: Marketing, business management, finance, accountancy, business law,

I study the main characteristics of building or leading a company, and all the principal

Information linked to business management.

- **2010 – 2012 University Institute of technology** – Business of Enterprise and administration

Finance and accountancy specialty

Subject: accounting, finance, international economics, business law, data processing

- **2009 A-level: Economic and social** Mathematics Specialty School. *Graduate with honors*

DISTINCTIONS

Founder and President of an association (2011-2012)

- **Responsible** for 9 people

“Negotiation Trophy”: Finalist in 2015

Entrepreneur Student Label: « Pépité OZER Grenoble 2015 »

Co founder of an e-commerce start up.

Creation of the whole business plan. Creation of the website. Find customers and partners.

ACTIVITIES & INTEREST

Sports: Freestyle skiing – Snowboard – Football
Extremes sports (sky diving, sporting driving, MTB...)

Leisure: Documentary (mainly about nature & mafia)

Travel: Canada, USA, Spain, Scotland, UK, Holland
Italy, Vietnam, Germany, Austria, Czech Rep., Cuba,
Denmark

SKILLS

Office pack



Web marketing



Selling technique



Native language: French

Fluent language: English

Basic language: Spanish