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20 ans

Bordeaux, France

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Théo RIEUBLANC



Research 1 Year Internship – International Business Missions – September 2022

Motivated INSEEC Business School's student in BBA program at Bordeaux campus. I would like to invest myself by taking on more responsibilities in sales management or import/export business. From my various experiences, I've extended my organisational and negotiation skills as well as my sales pitch. Looking forward for my next challenge into an international business company. This will give me the opportunity to develop my skillset, languages and train my knowledge of the economic world.

LANGUAGES

English : fluent

Spanish : intermediary

Chinese : basic

SKILLS

Negotiation

Direct sales / B2B sales

Active prospecting

Commercial strategy

Communication

Accuracy and attention to detail and precision

INTEREST

Reading and personal development

World news

Gastronomy

High level sportsman (rugby) - Hiking

Discovering other cultures through travel: United Kingdom: Exeter, Isle of Wight, London (cultural accommodation)

Spain: Marbella (internship); The Canary Islands

Italy: Sardinia

Volunteering

Treasurer within the Trip INSEEC association:

Fundraising with the aim of participating in the Budapest rally (funds donated to a humanitarian association HANDIPIC 33).

Business creation challenge: Project management

Creation of a range of products to optimise breathing in extreme and aquatic sports

EDUCATION

2019-2023 **Inseec Business School Bachelor in Business and Administration (double : bachelor and master)**
Inseec Business School - Bordeaux Campus (France)

2016-2019 **Economical and social Baccalaureate**
Lycée Elie Faure - Lormont (France)

WORK EXPERIENCE

INTERNSHIP AS SECTOR MANAGER – ITALIANS DO IT BETTER

Turnover development to increase market share in the area of Paris, west region for Cora and Carrefour France. Referencing and negotiation with shop managers. Analysis of market share and competition.

Paris (France) - July 2021 (6 months)

INDEPENDENT REAL ESTATE SALES AGENT - IKEYS REALTY

Engaged on a permanent contract basis to continue my recognised abilities in my previous internship work. Finalising ongoing work with international clients.

March 2021 (10 months)

ASSISTANT DE STAGE de DIRECTION - IKEYS REALTY

Accompaniment of international clients (from contact to contract signature) Management of search mandates and property visits. Development of the company in New York with research and establishment of local partnerships. Management and publication of property advertisements online.

Marbella (Spain), January 2021 (3 months)

PART-TIME CONTRACT - CARREFOUR CONTACT

Part-time multi-skilled: cashier, in charge of the shelving of essential products, facing

Salleboeuf (France-33), July 2020 (6 months)

FREELANCE HOME SELLER - NL INTERNATIONNAL

Sales, operational marketing, management, business development, coaching and training of partners

France - (33) January 2020 (1 year)

SALES INTERNSHIP - DECATHLON

Reception, advice and sales to customers (bicycle department) Assembly and adjustment of equipment, management of the cycle department for 4 days with objectives achieved

Bègles (France-33), December 2020 (1 month)

Agricultural summer job - CHÂTEAU LALANDE LABATUT

Vineyard work: lifting, pruning, training of young vines

Salleboeuf (33-France), July 2019 (1 month)