

Lucille Arnold

INTERNATIONAL SALES & DEVELOPMENT MANAGER

Abu Dhabi, AE

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International, multi-disciplined, trilingual junior manager, with work experience in several European countries (Switzerland, France, Belgium)

Major player in development of new branch of business, I also have an experience with incubating startups and innovative projects.

Now looking for a new opportunity in International Sales & Development

WORK EXPERIENCE

BUSINESS DEVELOPMENT MANAGER EUROPE

TETRA S.A - Geneva, CH - 2016-09 - Present

Switzerland

Tetra S.A. is a company specialized in medical training worldwide which goal is to create other businesses in the medical field (medical tourism, creation of the EPCR in Switzerland)

In charge of European Development:

- Set up of new business branch
- Identifying business opportunities, negotiating and closing business deals and maintaining extensive knowledge of current market conditions
- New business development (Prospecting for new customers and convert them into clients (B to B) in Austria and Czech Republic)
- Building key customer relationships
- Defining long-term organizational strategic goals
- Market's analysis, benchmark, business plan in collaboration with the company's CFO.
- Launch of communication plan in collaboration with the communication manager

INTERNSHIP PROJECT ACCOMPANIMENT

INCUBATEUR TONIC - Lille, FR - 2014-12 - 2015-06

France

Incubateur Tonic is an incubator for innovative businesses which accompaniment consists in approving the innovative dimension of a project, helping the meeting with the market, analyzing technical feasibility, identifying the business model, defining the legal framework, promoting funding.

In charge of:

- Developing and conducting financial analysis, financial planning, market research, marketing, strategic planning for project owners
- Developing and provide course materials to project owners. Attending educational events to enhance knowledge of tools and resources available to entrepreneurs
- Maintaining relationships with capital resource providers (venture capitalists, lenders, micro lenders, government loan/grant administrators) as well as the entrepreneurship community of resources.

- Providing one-on-one mentoring services to project holders to advance their businesses such as strategic planning, market research, sales and marketing strategies, operations, and general management

TRAINER

Training & Riding - Phalempin, FR - 2013-10 - 2014-05

France). Job located between Monaco, Luxembourg, Belgium and Germany.

FINANCIAL ASSISTANT

EUROMETROPOLE GECT / LKT - Kortrijk, BE - 2012-09 - 2013-07

Belgium

Eurométropole GECT / LKT - Groupement Européen de Co-opération Territoriale is a governmental entity in charge of cooperation between French and Belgian border territories, for urbanism, education, culture

In charge of:

- Creating, sending, following up invoices
 - Collecting informations and preparing payroll for employees
 - Collecting and entering data for various financial spreadsheets
- Attending finance department and " company "-wide meetings, sometimes assisting with financial reporting to managers and senior executives

EDUCATION

University Lille 3 - VILLENEUVE D'ASCQ, FR
2016

IUT A VILLENEUVE D'ASCQ
2013

BACCALAUREAT in Bilingual French/German

High School " Marguerite de Flandres " - Gondrecourt
2011

SKILLS

Computing: Microsoft Office, Sage, German, English, French