

Business development in high value-added solutions, SaaS, IOT - experience : + 10 years



38 years old
Paris (75016) France

CONTACT

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ABOUT ME

Gregory CHOQUEL :
Business development, prospecting, Key accounts, B to B, IOT, SaaS - Paris (more info on my French CV)

- French personal website
- LinkedIn
- Twitter
- YouTube

EXPERIENCES

Business Development Manager



DokaPost - Since September 2016 - Paris - France

- Business Development for the IoT platform "Hub Numérique" (SaaS platform for Internet of Things), internal startup into DokaPost Group
- Key and medium accounts
- startup network sponsorship

Director Development Europe



eProvenance - January 2015 to August 2016 - Full-time - Paris - France

- Management of the Business development in Europe.
- strategy, Sales, marketing, communication / PR
- Head of Paris office
- Solution SaaS for IOT

European Business Developer



eProvenance - January 2011 to December 2014 - Full-time - Paris - France

- Business development :
Global Strategy, Sales and Marketing
Key accounts: Corporate and SME.
Level contacts: General management, long sales cycles.
Complex negotiations, services with high value-added
- Prepare Business Plan for Venture capital acquisition (2 million euros).
- In charge of Marketing and communication for France
- About eProvenance France
– located in Paris.
French-U.S Start-up. (Founded in 2009):
Provided High-tech Solutions to monitor and geolocate delicate shipments with electronic sensors (RFID - NFC) linked to Online Data for customers.

BUSINESS MANAGER



Groupe ALLEN - January 2009 to December 2010 - Full-time - Paris - France

- Sales Activity: key accounts prospecting
- Personal activity : turnover > € 1.5 million euros, 500k euros Margin, Growth +20%/year
- Lobbying with high-level decision makers, General management.
- Managerial activity: Recruitment / management of a team of 15 IT consultants.

Business Engineer

Groupe ALLEN - September 2008 to January 2009 - Full-time - Paris

- Key accounts prospecting, turnover : 1 million euros
- Sept 08 - dec 09

EDUCATION

HEC Paris Specialized Master in Entrepreneurship

AT GRENOBLE GRADUATE SCHOOL OF BUSINESS PROGRAM

September 2007 to July 2008

HEC Paris Specialized Master in Entrepreneurship – part-time (1 year after Master Level / part of Grenoble Graduate School of Business program). Graduated in February 2009 with a Professional thesis: with distinction

<http://www.grenoble-em.com/329-m-s-entrepreneurs-pedagogie-hec-entrepreneurs-1.aspx>

Grande Ecole program - Master

GRENOBLE GRADUATE SCHOOL OF BUSINESS

September 2004 to 2007

Grenoble Graduate School of Business (master level) located in Grenoble - France: "Grande Ecole program". Graduated in February 2008: Master in Management.

The triple crown of business accreditations that distinguish the world's leading business schools

<http://www.grenoble-em.com/323-programme-grande-ecole--esc--1.aspx>

French BACCALAUREAT in Economics,

LA CROIX BLANCHE, BONDUES - NORTH OF FRANCE

September 2001 to June 2002

with distinction (A level / high School diploma)

SKILLS

sales

Business development, prospecting, Key accounts, B to B

Marketing

Creation of innovative marketing offers and proposals

Strategy

Prepare Business plan for venture capital acquisition

Management

- Management and recruitment of a team of consultants
- recruitment