

GREGORY CHOQUEL

Paris- France

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www.gregorychoquel.com

1984-01-01: 29 years

Business development High value-added solutions

5 years experience, B to B
Location: Paris



Skills:

Business development, prospecting, Key accounts, B to B
Creation of innovative marketing offers and proposals
Management and recruitment of a team of consultants
Prepare Business plan for venture capital acquisition

English: Business level

(eProvenance, Missions Taiwan, South Africa, Poland, Germany)
TOEIC score 800 (2007)

Spanish: conversation

Professional experiences:

Since 2011: **European Business Developer** – 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 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).**

2008-2010: **Business Manager** – Groupe **ALTEN** - Paris –High Technology Consulting - (2 years)

Business unit manager (2010):

- **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 (2008 –2009) : Key accounts prospecting, turnover : 1 million euros

Other experiences

2008: **Deputy director - SOMMELIER Wine Expert** - located in Taipei – 7 months

Wine importer in TAIWAN - mission of 7 months to prepare Professional thesis

New business strategy: Creating new sales offers, Raising profitability of the customer portfolio

2007: **International Audit - BNP PARIBAS Bank**– Graduation Mission - 7 months

Education:

2006-2007: **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**

2004-2007: **Grenoble Graduate School of Business** (master level) located in Grenoble - France:

“Grande Ecole program”. Graduated in February 2008: Master in Management.

→ One of the most distinguished business schools in Europe.

2002-2004: **French “Classe préparatoire HEC”**=2 years to prepare for the competition/admission for the French Business School

2002: **French BACCALAUREAT** in Economics, with distinction (A level / high School diploma)

More information in French on my website: <http://www.gregorychoquel.com>