

**Samy Mareco**

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**Sales Force Project Manager****PROFESSIONAL SKILLS****CRM**

- Expert in the use and the parameter setting of Sales Force. Participation in the installation and adaptation of the CRM XZT to the needs for the team of sale.

**Data Processing**

- Excellent knowledge of the Windows environment. Practice of Word, Excel, Outlook, Power Point, CRM tools. Good general knowledge in information systems (operating systems, languages and databases).

**Sales**

- Prospecting, discovery, closing and development of consumer loyalty of SMEs and Large accounts customers.

**Management**

- Supervision, training, coaching and framing of tele-counselors.

**WORK EXPERIENCE**

**Since May 2007**

**ATG Corporate**

**Paris**

**Sales Force Project Manager**

- In charge of Sales & Marketing information flows.
- Responsible, in coordination with our commercial and technological teams, to optimize the results of the teams of acquisition and Account Management by developing the sales and the adoption of the Customers.

Principal responsibilities for the job:

**Acquisition**

- Flow acquisition: generation of lead and followed.
- Purchase and optimization of the France acquisition databases.

**Development of consumer loyalty**

- Guarantor quality and cohesion of the data transmitted to the customers.
- Followed the commercial indicators.
- Productivity and good use of the internal tools.

Push good information with the good customer at the right moment.

**Transverse projects**

- Management and evolution of the CRM.
- Capacity to link and model with the European countries.

**September 2002 – May 2007      ATG Corporate      Paris**  
**Sedentary Sales Engineer**

- Charged to prospect by telephone customers of SMEs companies and large accounts and to propose them an adapted service.
- Charged of negotiation and closing.
- Coordinated the installation of the tool at the customer and followed-up satisfaction.
- Set up many innovating projects and answered to invitations to tender for large accounts.

**February 2001 – September 2002      Data Info      Paris**  
**Sales Engineer in a Software firm**

- Managed and developed a wallet of SMEs and large accounts customers.
- Searched candidates and participated in their recruitment.
- Training and framing of commercial trainees.

**October 1996 – July 2000      Teleplus      Paris**  
**Tele-counselor then Supervisor**

- Charged of telephone operations of sale, studies, commercial audits, in the following sectors: Bank, Insurance, Telecoms, Distribution, Industry...
- Supervised a team of 10 tele-counselors (management and follow-up of the team' objectives).

**Other experience Paris**

**Tele-counselor**, ATEL and DIRECTEL

**Seller**, Running Sportswear

**EDUCATION**

- |                   |   |
|-------------------|---|
| <b>1995 -1998</b> | • Degree in Business from EGSP, French Business school (5 <sup>th</sup> Parisian business school), specialization in Management and Finance, Paris. |
| <b>1995</b>       | • Preparation for admission to French Business Schools, Lycée Pasteur, Paris.   |
| <b>1994</b>       | • Baccalauréat in Science, French equivalent to A-level in Mathematics and Physics, Lycée Claude Monet, Paris.                                      |

**LANGUAGES**

- French: Mother tongue
- English: Professional (Working knowledge)
- Spanish: Good knowledge

## **ACTIVITIES**

**Hobbies** • Cinema, computer games, new technologies, tennis...

**Travels** • Spain, Germany, Ireland, Italy, Scotland, Canada, USA...

**References available upon request.**