

VINCENT MALMENAIDE

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Work Experience

02/2017 –
08/2022

Account Manager

ARVAL

Commercial relationship portfolio management.
Management of the account team.
New customers implementation and customers retention.
Commercial relationship securisation and advisor for sales volume and margins.
Account strategy elaboration and management.
Ensure database data's quality.

09/2012 –
01/2017

Wealth Management advisor

PNP PARIBAS

Analysis of the customer's financial status (up to 500 k€ of assets)
Defining of customer's objectives and goals
Analysis, creation and monitoring of financing files (real estate, consumer credit)
Optimisation of the customer's wealth (Define tax and legal framework), guiding towards the most interesting investments, sales of most suitable financial products
Regular contacts and meetings in order to follow the customers objectives.
Risk management.

08/2010 –
07/2011

Wealth Management Advisor

HLUTESCENS Patrimoine

Portfolio development (telemarketing).
Meetings B to C.
Building and proposal of our investments solutions (Real estate and financial products).

05/2009 –
07/2011

Project Owner Support (AMOA)

CHANEL

Project management (Planning/Implementation/Tracking/Analysis) and reportings.
Coordinating the demands between the MOE (maitrise d'œuvre) and users.
Support of the european store on two apps (sales and aftersales), training for the headquarters/stores users and knowledge capitalization.
Management of the data quality into the P.O.S software (Point Of Sales : software for the management of the stores) and involvement into the operational acceptance testing of the futur P.O.S.



Education

2012

BNP Paribas Business School: training course in wealth management.

2003 – 2006

Master's Degree in finance, Business School of INSEEC PARIS

2001 – 2003

DUT Techniques de Commercialisation (Two Years degree in business).

2001

High School Diploma in business (Tours, France).

AMF Certificate (Financial Services Authority).



Skills

Sales & negotiation

Customer relationship
& communication

Rigorous & organised

Data Analysis &
management

Teamwork

Adaptability

Microsoft Office



Languages

French (mother tongue)

English (B2)

Spanish & Albanian (basis)



Interests

Travels

Photography

Biking