

# Nicolas Erulin

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Dynamic and multilingual, with a background in sales and event coordination, I am eager to contribute to transformative projects that drive meaningful change. My experience has honed my ability to anticipate needs, adapt to different situations, and build long-term relationships. Fluent in French and English, with proficiency in Spanish, I bring a global perspective and strong communication skills to every project.

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nicolaserulin@gmail.com ❖ (+33) 6 71 88 95 02 ❖ in/nicolaserulin/ ❖ Visa sponsorship required, looking to relocate in the US ❖ french citizenship

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## WORK EXPERIENCE

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### Zaion.ai

Dec. 2023 – Present

*Business Development Representative / IT Software / B2B Targets/ 2M sales revenues*

*Paris, France*

- Conducted proactive prospecting throughout cold calls, emails and LinkedIn outreach in French and English to identify and secure potential clients.
- Coordinated and executed professional events and networking activities to foster client relationships.

### IBEXA

April 2022 – August 2023

*Sales Executive B2B / IT Software - Digital Experience Platform/ B2B Targets / 61,5M sales revenues*

*Paris, France*

- Provided tailored demonstrations to address client requirements (in french and in english), leading to successful sales and renewals.
- Achieved a 100% target in lead generation through cold calling across multiple regions.
- Managed customer reminders, ensuring a 100% signature rate on purchase orders.
- Identify and analyze weak signals to anticipate needs and reinforce customer satisfaction and loyalty.

### UPMIND

Sept. 2021 – April 2022

*Business Development / IT Services and Software Engineering / B2B and B2C/ Start-up 1M sales revenues*

*Paris, France*

- Developed a robust client portfolio and led business development initiatives from initial contact to deal closure. (first customers acquired by the company).
- Provided recruitment and project support to ensure successful consultant assignments.
- Implemented business methodologies and led marketing efforts to drive targeted sales success."

### MANNERS

May 2018 – Nov. 2022

*Various Freelance Projects for several customers : luxury, automotive industry, food industry / B2B and B2C*

*France*

- Completed short-term assignments in customer service, project management, telemarketing and event coordination, consistently recognized as a top employee for exceptional performance.

## EDUCATION

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### INSEEC Business School

2020

*Master's degree in International Business Management*

## SKILLS

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- Sales Negotiation and Closing
- Client Engagement and Retention
- Customer Relationship Management (CRM)
- Multilingual Communication
- Networking and Professional Relationship Building
- Problem-solving and Critical Thinking

## LANGUAGES

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French : Native speaker

English : C1 full professional capability

Spanish: B1

Chinese (mandarin): A2

## ASSOCIATIVE EXPERIENCE

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- ENSOA : Traineeship & management in tense situations.
- J. IHEDN : Coordinator for the international division.