

THIBAUT DELPLANQUE

Brasov, Romania

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EDUCATION

- KEDGE Business School** Aug 2019 - May 2023
Master 2 in Business Development and Sales Marseille, France
- Catholic University of Lille - Economy and Management Faculty** Aug 2017 - May 2019
Diploma of Higher Education in Economy and Management Lille, France

RELEVANT EXPERIENCE

- Business developer & sales manager - Groupe AIM** Sept 2023 - Present
Company profile : 200M€ annual turnover's group Brasov, Romania

Business Development

Market analysis by sector and understanding of the Romanian business environment
Creation and implementation of an appropriate sales approach strategy
Co-creation of a customer follow-up document with the international development team
Adaptation and monitoring of requirements recorded in the sales CRM created

Sales

Prospecting customers (phoning, mailing, face-to-face meetings, trade fairs)
Industrial drawing readings, understanding of the needs, permanent collaboration with the engineers
Quoting and cost estimating customer requirements
Commercial negotiation with clients of various sizes (Benchmark Electronics, Alstom, Haier Group, Groupe Atlantic, Guntner Group, Valeo, Montblanc, Marelli, Continental)

- Sales & marketing developer - Leo's Little Jars** Jan 2023 - July 2023
Company profile : 100k€ annual turnover startup Cape Town, South Africa

Sales

Having the responsibility for the development of the BtoB offer (hotels, catering, weddings and corporate gifts)
Development and application of commercial tools and CRM monitoring
Management, maintenance and development of the Shopify ecommerce website

Marketing

Management of all the company's social networks (study and creation of a strategy, application and monitoring of the figures), the company's newsletter and CRM
Learning, developing and mastering marketing tools (Canva, Notion, Meta Business Suite)
Making proposals for the optimisation of the range, studying on the offer and its horizontal development

- Junior manager - Amaris Consulting - Mantu Group** Jan 2022 - July 2022
Company profile : 500M€ annual turnover Marseille, France

Building of a Business Unit within the company,
Managing a 5 engineers team (recruitment, management, trainings),
Negotiation of their contracts with the clients (Naval Group, EDF, Crédit Agricole),
Financial management of the Business Unit

ADDITIONAL EXPERIENCE

Head of the Partnership Department - KEDGE Model United Nations Sept 2019 - July 2021
Annual budget management : 15.000€ Marseille, France

In charge of the funding of the 3 main events of the association

In charge of establishing a partnership strategy

Mailing, phoning, prospecting companies of various sizes in accordance of the values of the association

Managed a team of 3 to 5 individuals to train, set up objectives and apply the strategy on the field

Competed as a representative to national and international Model United Nations conferences developing my competences in speaking in public, negotiating and solving crisis problematics under a strict schedule.

Presided a MUN conference for 500 students during 48 hours under the pandemic period as part of the integration process inside the Kedge Business School program

SKILLS

Microsoft Office (Outlook, Excel, PowerPoint) *Expert*

Communication tools (Canva, Mailchimp, Meta Business Suite, Notion) *Proficient*

Industrial drawings tools (Sylob7, E-drawings) *Proficient*

Environment adaptation *Expert*

Negotiation, communication and active listening skills *Expert*

LEADERSHIP & SERVICE

Scouting chief - 3rd Sea Scouts Troop Sept 2020 - July 2022
Annual budget management : 50.000€ Marseille, France

Managed and formed of 35+ young men aged from 12 to 17 years old on earth and sea

Managed and formed 5 chief assistants aged between 19 to 23 years old

Organised and orchestrated a yearly programme of 8 weekends in the year (4 on sea and 4 on earth) in order to prepare the 3 weeks summer camp that resumes the year

Organised, budgetised and orchestrated a 3 weeks camp (1 week on sea, 2 weeks on earth) for the troop

Management of the naval base (5 sail boats) and relationship with the marine, port and city authorities

Formation

Took a formation to supervise 40 young men (CEP2 diploma)

Took a formation to supervise a fleet of 5 boats and its occupants

EXTRA-CURRICULARS

Rugby Sept 2018 - Present
Have played in France (Stade Phocéen - Fédérale 3), in South Africa (Hamilton RFC Sea Point - Super League A) and Romania (Brasov Phoenix - Amateur National 7s Championship)

Half-marathon April 2023 - Present
Brasov Half Marathon : 21,1km / 2h09'37" / vertical drop of +950m - April 2024
Cape Town Half Marathon : 21,1km / 1h46'53" / vertical drop of +350m - May 2023

Sailing Sept 2019 - Dec 2022
+300h of navigation on Oceanis 365 and Grand Surprise (12-15 feet long sail boats)

LANGUAGE SKILLS

French *Native speaker*

English *Highly proficient*

Spanish *Highly proficient*