



Alexis Blanpain

Internship research (6 months)

22 years old
- Driving License
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As a final year student at INSEEC Business School, I am looking for a 6-month internship (from early January to late June), necessary for the validation of my diploma.

Motivated and keen of new experiences, my objective is to integrate the sales / events department of a company. This end-of-study internship would allow me to put my theoretical and professional knowledge into practice.

Serious, punctual and creative, I want to specialize in business development, management, project management, events and innovation. I hope that my profile will appeal to you and will be able to fully fulfil the missions of your company. Do not hesitate to contact me.

Experience

Marketing & Communication Assistant

Montreux Music & Convention Center - May 2019 to August 2019



- ▶ Coordination of the company's PR actions during the Montreux Jazz Festival
- ▶ Creation and publication of content on the website, community management
- ▶ Creation of editorial calendar and newsletters

Business manager

Inseec-Conseil Bordeaux (Junior Business) - October 2017 to May 2019



- ▶ Market research
- ▶ Supervision of study follow-up
- ▶ Negotiation with customers
- ▶ Team management (4 to 5 people)

Intern Marketing

The St. Petersburg Arts Alliance - June 2018 to August 2018 - St. Petersburg - United States - Florida



- ▶ Create and follow marketing studies
- ▶ Evaluate the economic impact of the organization on the city
- ▶ Community management (Facebook, twitter, Instagram, LinkedIn...)

Technical salesman in apprenticeship

REP - September 2016 to September 2017



- ▶ Development of prospecting campaigns: face-to-face, mailing, phoning
- ▶ Realization of commercial proposals and management of commercial reminders
- ▶ Supervise site audits

Salesrepresentative in apprenticeship

La Charcuterie Bordelaise - September 2015 to August 2016



- ▶ Large distribution sales
- ▶ Store tour planning
- ▶ Organization of events
- ▶ Implementation of sales, deployment and monitoring processes

Referee

Fédération Française de rugby - Since 2013



- ▶ Enforce the rules of the game and discipline
- ▶ Lead the match
- ▶ Ensure safety of players
- ▶ Write up administrative details after a match

Education

Master II - Start-up factory

Inseec Business School San Francisco

October 2019 to December 2019

Start-up development methods, innovation, teamwork, application programming, visit Silicon Valley, mentoring with experts

Master I - International Business Management

Inseec Business School Bordeaux

September 2018 to May 2019

Marketing, Sales, Management, International Management, Entrepreneurship and Innovation. Courses and exams in English

DUT in apprenticeship

Sales and marketing technics

September 2015 to July 2017

Two years technical degree on sales and marketing techniques with others sales related topics as negotiation, customers relationships, purchasing etc. Final thesis: "The benefits of integrating a technical sales team into an industrial services company"

Skills

Commercial

- ▶ Customer relationship management
- ▶ Business Development
- ▶ Communication
- ▶ Project Management
- ▶ Management
- ▶ Negotiation

Languages

- ▶ English (TOEIC : 775)
- ▶ Spanish

Interests

Sports

Rugby, Judo, Snowboard, Scuba diving