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Paris (75000)

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## International Sales and Logistics Coordinator Assistant, Junior

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### EXPERIENCES PROFESSIONNELLES

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juin 2021 / avr. 2022

#### International Sales and Logistics Coordinator Assistant

VICBAG GROUP

##### Achievements/Tasks

Identifying, generating, and further screening potential business opportunities and indicating the same to decision-makers.

Addressing customer's needs & requirements while creating, following-up and providing quotes for international and domestic orders, generating profit margins by 30% in 4 major projects.

Collaborating with logistics teams (Geodis, PILLET, Kuehne-Nagel) in France and USA to coordinate efficient delivery of products to (Gibert Joseph, Lacoste, Kroger).

Handling and collecting international shipping documents and managing inventory based on existing orders and future forecast to forwarders to ensure timely and effective product deliveries.

oct. 2017 / oct. 2020

#### Business Project Manager

Ericsson Global Services Private Limited

##### Achievements/Tasks

Analyzed and developed creative strategies for complex projects.

Collaborated with key stakeholders in Spain and the APAC region to ensure timely delivery.

Established KPIs and SLAs to follow up on deadlines and deliveries of the projects, resulting in more than 85% success rate of the projects.

Import/Export Specialist

Suresh 'N' Suresh Exports

mai 2017 / sept. 2017

#### Commercial

Chennai, India

##### Achievements/Tasks

Ensured that all KPIs were met and maintained on time quality control with all the documentation from Bill of Lading, Commercial Invoice, Packaging list and Custom Clearances.

Negotiated contract terms with clients and communicated the same to the stakeholders

### DIPLOMES ET FORMATIONS

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sept. 2020 / avr. 2021

Paris, France

août 2013 / mai 2017

Coimbatore, India

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**Bachelor's in Electronics and Instrumentation** - BAC+3

Amrita Vishwa Vidyapeetham University

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**Master's in International Business (Bac+5)** - BAC+4

Skema Business School

## **COMPETENCES**

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Corporate, participated, Quadcopter, Agile Methodologies, Scrum, PowerBI, Hubspot, Salesforce, ERP, Social Media Marketing, Data Analysis, Outlook, Microsoft Office Suite Research & Strategy, CRM, Tools Jenkins GitHub

## **COMPETENCES LINGUISTIQUES**

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**Anglais**