

Thomas BEDU

SALES / KEY ACCOUNT MANAGER

Details

- Date of Birth
13/02/1992
- ✉ bedu.thomas@live.fr
- 📍 Hamburg, Germany
- ☎ +33 (0) 6 99 48 87 69
- 🌐 French

Languages

- **French:** Native
- **English:** Fluent
 - TOEIC: 895/990
- **Italian:** Basics

Computer skills

- **Microsoft Office**
 - Word
 - Excel/VBA
 - PowerPoint
- **SAP**
 - Basics

Travels

- Professional:
- Germany
 - Singapore

- Education:
- USA

- Personal/Private:
- APAC
 - USA
 - Europe

Interests & Sport

- **Cinema**
- **Squash**

Profile

Sales Manager with several years of professional experience abroad and deep interest for the aerospace industry.
Holder of a Master's Degree in International Business Development.

Professional Experience

- Since October 2016 **Key Account Manager**
[Statista GmbH](#) - Hamburg, Germany
Reporting Line: VP Sales FR, SP, PT
- Manage B2B sales across several sectors (FR + Intl),
 - Sectors: Heavy industries, Healthcare, Chemical, Consulting...
 - Generate new business from existing and prospective clients,
 - Prepare and negotiate new contracts across sectors above,
 - Be responsible for customer satisfaction,
 - Collaboration with NY and London Offices.
- October 2015 - October 2016 **Junior Sales Manager**
[SOGELAIR aerospace GmbH](#) - Hamburg, Germany
- Assist in maintaining and increasing the sales activities,
 - Develop and manage partnerships with supplier companies,
 - Manage the full supply chain; existing and new supplier partners,
 - Build technical and commercial offers,
 - Build and manage MoA, NDA, Sales presentations...
 - Participation to events, exhibitions and air shows,
 - Customer and supplier visits.
- 2014 - 2015 **Junior Sales & Marketing**
[SAFRAN Landing Systems](#) - Singapore
- Two three-month missions within the Sales & Marketing Team
- Answer to client-airlines' RFPs from APAC region,
 - Prepare overhaul agreements and business cases,
 - Creation of commercial tools and processes.
- 2011 - 2015 **Junior Commercial Manager - Wheels & Brakes Division**
[SAFRAN Landing Systems](#) - Paris, France
- Two-year apprenticeship + nine-month internship
- Manage Alitalia A320 & A330/A340 W&B agreements,
 - Manage « third party » customers (MROs, brokers, lessors),
 - Deep analysis of products consumptions from client-airlines,
 - Create SAP trainings for transnational teams (FR, CA, SGR).

Education

- 2010 - 2015 **Master and Bachelor's Degrees - International Business**
[NOVANCIA, Business School Paris](#) - Paris, France
Paris Chamber of Commerce and Industry's business school
- January 2011 - April 2011 **Intensive English program, English Language Center**
[DREXEL University](#) - Philadelphia, USA