

THOMAS BEDU

French Key Account Manager within Statista GmbH,
currently based in Hamburg, Germany, since October 2015



Nationality: French
Birth date: 13/02/1992
(24 years old)



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thomasbedu.com



LANGUAGES

French
Mother tongue

English
Full Professional skills
TOEIC: 895

Italian
Basic skills

SKILLS

Microsoft Office suite

CRM

SAP

INTERESTS

Traveling

Singapore, USA, South East Asia,
Central Europe...

Cinema

EDUCATION & QUALIFICATION

2013 - 2015 Master's Degree in Business Development in apprenticeship
NOVANCIA, Business School Paris - Paris, FRANCE
Paris Chamber of Commerce and Industry Business school

2011 Intensive English program, English Language Center
DREXEL UNIVERSITY - Philadelphia, UNITED-STATES

2011 - 2013 Bachelor's Degree in Marketing and International Trade
NOVANCIA, Business School Paris - Paris, FRANCE
Paris Chamber of Commerce and Industry Business school

PROFESSIONNEL BACKGROUND

STATISTA - Hamburg, GERMANY

Since **Key Account Manager**
10/2016 - First contact with and acquisition of new clients in France (Engie, Airbus, Arkema, Nordson...),
- Proactively develop sales opportunities,
- Draft, conceptualize and share new sales campaigns & ideas,
- Provide support and gain loyalty of existing customers.

SOGECLAIR aerospace - Hamburg, GERMANY

10/2015 **Junior Sales Manager**
- 10/2016 - Assisting in maintaining and increasing sales opportunities,
- Management of partnerships with tierce companies for end-to-end services proposal offer,
- Management of the full supply chain (existing and new suppliers),
- Creation and management of technical and commercial offers,
- Development of new tools and processes for the Sales team,
- Sourcing to find expert engineers for customers' needs.

SAFRAN Landing Systems, SAFRAN - SINGAPORE

2015, **Two three-months-internships within the Sales & Marketing Team**
2014, - Answer to RFP's from customers of the Asia-Pacific region,
2x3 months - Preparation of agreements and business cases,
- Creation and improvement of forecasts, processes and commercial tools.

SAFRAN Landing Systems, SAFRAN - Paris, FRANCE

2013 - 2015 **Two-years-apprenticeship &**
2013, **Three three-months-internships within the Commercial Department**
2012, - Management of Alitalia's agreements,
2011, - Management of the « third party » customers (MROs, brokers, lessors),
3x3months - Creation of the full business process for « third party » management,
- Management of the « technical publications » sales activity,
- Involved in Green Belt project,
- Preparation and creation of price catalogs,
- Advanced analyses of spare part consumptions from customers,
- Management of purchase orders and deliveries from customers,
- Creation of SAP trainings for transnational teams (FR, CAN, SGR).