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## EXPERIENCE

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*Since January, 2003*

### **PARIS / HAUTS DE SEINE CHAMBER OF COMMERCE – International Development Consultant**

- **Advise small and medium businesses** concerning their export policy : strategy, markets to target, international trade techniques...
- Organise **trade missions to various countries** with groups of about 10 companies : Russia (2003 / 04 / 05 / 06), Ukraine (2004 / 05), Kazakhstan (2006), Malaysia (2004), Singapore (2004), Croatia (2005), Slovenia (2005), Turkey (2007)
- Organise information sessions about international trade techniques and rules : contracts, protecting intellectual property, payment means...
- 90 companies in my portfolio

*April – december 2002*

(9 months) **PARIS CHAMBER OF COMMERCE – Junior CIS Consultant**

- Set up events promoting former Soviet Union markets, and especially Russia

*July – october 2002 :*

(4 months) **ASSISTANCE EXPORT CONSULTANTS – Commercial Assistant**

- Identified new customers in Russia, Ukraine and Kazakhstan to sell second hand production lines
- Updated customers database and portfolio, registered and processed orders

*January – June 2001*

(6 months) **EDF (French major provider of electricity) – Project manager Assistant in the International Division**

- Coordinated a seminar presenting French and German equipment to Russian companies processing nuclear waste : logistics, visits of technical centres...

## EDUCATION

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*Education in English*

2001/02 **Professional Master in International Economics and international trade**  
Panthéon Sorbonne University – Paris – 5<sup>th</sup> year of university

*Education in French*

2001 Diploma of **Sciences-Po Lyon** (Institut d'Etudes Politiques), graded with honors.  
4-year university degree in political science, specialization in International politics and economics

*Education in Russian*

1999/00 Student at **Franco-Belarussian Faculty** of political and management sciences, graded with high honors, **Minsk, BELARUS** (10 months)

1995/96 Student in a **Russian school**, Tutaev, Yaroslavskaya oblast, **RUSSIA** (12 months)

## PROFILE

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**Languages** **French** : mother tongue, **Russian** : fluent, **English** : good working knowledge

**Skills** Project management, identifying and qualifying customers needs, customers following-up, international trade techniques

**Aptitudes** Team work, good interpersonal relationships, creativity, joyful temper, resourcefulness

**Hobbies** Slavic culture (litterature, cooking, music)...  
Regular trips to Russia and touristic trips to various countries : the US, Croatia, Spain...  
Chorist in the rock chorus L'Echo Râleur ([www.echoraleur.com](http://www.echoraleur.com))  
Sports (swimming, trekking), photo retouching (with the open source software Gimp)

**References** **Jean-Claude SCOUBE**, General Director of the PARIS / HAUTS DE SEINE CHAMBER OF COMMERCE [jcscoupe@ccip.fr](mailto:jcscoupe@ccip.fr)  
**Stéphane LOREY**, Indirect sales, XIRING (+ 33 1 46 25 80 72, [s.lore@xiring.com](mailto:s.lore@xiring.com))  
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