

Arnaud PARANT**ESB 60**

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**Managing Director**

ADC / Def-Tec

oct. 2013 - aujourd'hui · 9 ans 4 mois

Vénissieux - France

Design, manufacture, sales and implementation solution of dust filtration for industry.

Management: Defining the business strategy, Management sales teams, Animation sales networks / distribution. Managing engineering team and administrative team.

Marketing and Communication: Definition of marketing and technical sales support, Choice of the exhibition, Management of advertising communication, Representation with professional organizations.

**Managing Director**

PRD Group - Filtration SASU / SCAM Filtres / Technofiltres

nov. 2010 - oct. 2013 · 3 ans

Lyon and Lille - France

Management: Defining the business strategy, Management sales teams, Animation sales networks / distribution. Managing production and administrative teams.

Marketing and Communication: Definition of marketing and technical sales support, Choice of the exhibition, Management of advertising communication, Representation with professional organizations.

Sales: Support negotiation and key accounts, Search areas for development, Contract negotiation framework. Prospection of new customer

Computer: OFFICE pack and CRM

**Sales Manager - France**

Dantherm

janv. 2005 - oct. 2010 · 5 ans 10 mois

Pont de Roide - 25 France

**Area Sales Manager**

Disa Cattinair

janv. 2000 - déc. 2004 · 5 ans

Meyzieu - 69 France

MES MOTIVATIONS

- Assurer la promotion de l'ESB, l'AIESB auprès des professionnels de la filière bois qui représentent près de 70% des clients de mon entreprise.
- Mettre à disposition des étudiants et membre de l'AIESB mon réseau ; clients, fournisseurs et institutionnels.