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TRILINGUAL SALES DIRECTOR 5 YEAR SUCCESSFUL EXPERIENCE

WORKING EXPERIENCE

- Sales Management

Since 2005 **Bodart & Gonay s.a.** (*Manufacturer of letterboxes and heating insets*)
Sales Director – Marketing Manager

Member of the **Management committee** and of the work's council
Setting up **Change Management** processes
Support for the **growth** of the company
Definition and follow-up of the sales policy (*B2B*)
Strategic coordination of the different sales actors and teams
Setting up of a global **marketing strategy** for B2B and B2C
(advertising, events, press relations, **innovative** campaigns, ...)
Launch of the company's new website (www.b-g.be)
Implementation of CRM and Web tools (extranet, e-showroom, ...)

Obtained results

Turnover increased by 30 % during the last book year (3 yr – 100 %)

2003 - 2004

Export Manager

Structuring of B2B export sales (Europe, US, Japan)
Management and development of the export customers' portfolio
Setting up of an export company culture

Obtained results

Complete European coverage for the brand
Sensible increase of the export sales proportion

2002 - 2002

Tri-S – QuaTris s.p.r.l. (*CRM Software Solutions and Support*)

Account Manager – Sales Consultant

Management and development of the customers' portfolio

- Consultancy

Since 2005

Nalim s.a.

Member of the board

2003 – 2007

CDFG Invest s.p.r.l.

Founder shareholder and member of the board

Since 2001

HEC Consulting Group (*young enterprise*)

Founder shareholder

- Teaching

2001 - 2003

HEC • ULg

Student – Assistant

“*Management Science*” & “*Optimisation*”

2002

CSJ Chênée

Teaching training

“*Economics*”

LIFE LONG LEARNING

- 2005 – 2006

Krauthammer Management : “*Example and impact*”

- 2003 – 2004

HEC • ULg Masters in international marketing and e-business

- 2001 – 2002

Magotteaux sa Project (MA Thesis) :

Setting up a Master Production Schedule with an ERP-tool (BaaN)

- 2001

5th Philip Morris Marketing Award – 3rd position

- 2000 – 2002

HEC • ULg AESS (Teaching examination):

Qualified high school teacher in economics

- 1997 – 2002

HEC • ULg

Master's Degree in Business Engineering (5 y.)

Orientation : TIC, International Relations, Logistics

LANGUAGE SKILLS

- Mother tongue :

- French

- Foreign languages :

- English

Fluent : both written and oral

1999 : Erasmus student exchange :

Semester at Abo Akademi (Turku – Finland)

- Dutch

Fluent : both written and oral

1991 – 1993 : Secondary school in Dutch language

Sint-Berthoutsinstituut – Klein seminarie, Mechelen

Holder of the “*Certificaat Nederlands als Vreemde Taal*”, highest level

- German

Little knowledge

IT SKILLS

- Microsoft Office
- CRM SuperOffice CRM 6
- Reporting Crystal Report
- Integrated Systems Brainstorming , BaaN, SAP, TC Production

PROFESSIONAL INTERESTS

- New Technologies
- Innovative Marketing
- International Relations

PERSONAL INFORMATION

- Married, no children
- Belgian
- Born in Liège, on April 23rd, 1980
- Driving licence, B-type

HOBBIES

- Gastronomy & oenology
- Travel
- IT, Medias & Telecom

→ ***THE IDEAL JOB?***

A challenging sales- or general management position with both tactical and operational aspects

***With my dynamism and my reliability,
my polyvalent education and my diversified interests are my main assets.
They will most likely enable us to progress strategically together!***