



Charles JAOUEN

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PROFESSIONAL EXPERIENCE

BUSINESS DEVELOPER | FLUXSOLAR SPA - Santiago, Chile | May - August 2018

Flux Solar SpA is a Chilean company specialized in engineering, design, development and construction of projects in the field of renewable energy and energy efficiency, acting also as a distributor of these products and solutions in Chile.

- Market research and analysis of the solar energy market of Colombia
- Risk advisement for new business opportunities
- Organization of the **Soltek 2018** (solar congress) in Santiago and building of the brand identity

SALES EXPORT INTERNSHIP | GOPEX Distribution SA - Brest, FRANCE | April-July 2017

GOPEX Distribution S.A. selects, produces and markets potato seeds, more than 90% his production is exported. My main task was to study the influence of the geopolitical variables on the sales and turnover of the company :

- Follow-up of exports files
- Studies of the customs and legislative formalities including use of **INCOTERMS**
- Financial and accounting follow-up post-export
- Classification of commercial disputes
- Global analysis of the economies of customer countries

SALES ASSISTANT | NEOLOISIRS - Lorient, France | May- June 2016

From the first month, **NEOLOISIRS** tasked me to participate in negotiations with loyal customers and deal with their suppliers based in Eastern Europe / North America.

- Market research and competition analysis
- Building and management of prospects database
- Appointment setting for my sales manager
- Redacting and sending customer quotes
- Drafting sales pitches

EDUCATION

January - May 2018 | BENEMÉRITA UNIVERSIDAD AUTÓNOMA DE PUEBLA | Puebla, Mexico | International Trade Master

Semester abroad in the faculty of Business and Administration. All courses and group projects in Spanish.

2017-2019 | IAE CAEN - Institute of Business Administration | Master Management and International Trade - SME Development

Relevant courses : International business Law, International development, International logistics, business english, digital suppleness

2016-2017 | IAE LA ROCHELLE - Institute of Business Administration | Bachelor's degree Management

Relevant courses : corporate finance, information systems, Management control, economics, marketing and communication

2014-2016 | UNIVERSITY OF WESTERN BRITANNY | University technical diploma - Marketing techniques

Relevant courses : business law, negotiation / Sales, corporate psychology, financial mathematics

LANGUAGES

ENGLISH : B2-C1
SPANISH : Fluent
ITALIAN : A1

OTHER EXPERIENCE

CO-PRESIDENT | VERSATIL COLLECTIF - Quimper, France | Since January 2016

Vice-president of a musical association and event promotion