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## **Business Developer / Multilingual Coordinator**

Perfectly organized, Strong customer service and quality orientation, 31 years old

### **WORK EXPERIENCES**

#### **Business Development Manager APAC, GEOCONCEPT Group – Shanghai \_ China**

##### **Assignments: Business Development**

B2B lead generation: set 2 appointments per week on average (various industries).

*Methods:* Mass mailing campaign, cold call, networking event, fair, trade show.

Nov. 2015  
To  
Dec. 2016  
Lead sales activities: build relationship with decision makers (PepsiCo, BSH-Group). Identify potential projects and introduce technical solutions (PSA, DB Schenker) draft sales proposals for SMEs.

Develop a new industry in China (Pharma). After 5 months: personally set up appointments with over 20 Pharma firms from world top 100, (6 among the world top 10), 1 bidding phase (AstraZeneca).

Dec 2014 to  
June 2015  
**Tried to set up my own import/export business between Europe and China**

#### **Business Associate, ATOMIC RECRUITMENT – Shanghai \_ China**

##### **Assignments: Business Development**

Jan. 2014  
To  
Nov. 2014  
Lead sales activities from initial contact until sales closure. Contacted new and existing clients, face-to-face as well as via telephone and electronically.

Network building, maintaining relationships with key prospects and decision makers. Developing new business in various industries. Reactivating and maintaining previous and current key accounts.

#### **Trade Manager (Junior), AKKA TECHNOLOGIES – Massy (91) \_ France**

##### **Assignments : Strategic and Sales**

May 2012  
to  
Nov. 2012  
Sold specialized engineering services \_ Created an opportunity worth 200 000€ with a new prospect \_ Elaborated a business development strategy for the « Energy » sector in Paris area \_ compiled prospect lists \_ Appointment setting with cold calling

#### **Export Manager (Junior), D.I.S COMPANY LTD. – Shanghai \_ China**

##### **Assignments : Sales - Marketing / Procurement – Quality control**

June 2009  
to  
Aug. 2010  
Elaborated a strategy to enter a new market (UAE) \_ approach target prospect clients, build long term relationships \_ cold calling: ≈\$600 000 quotation / month  
Helped to organize more efficiently the sales force: updated and designed a new CRM

### **EDUCATION**

2007-2012 ESC Rennes School of Business – Rennes (France)  
Master II: Engineering consultant “Programme Grande Ecole”  
2005-2007 A 2-year preparation course for admission to « Grandes Ecoles » Montpellier (France)

### **LANGUAGES AND OTHER SKILLS**

French / English : Native speaker level  
Mandarin : fluent B2 /C1 (HSK : level 5 / 6)  
Spanish : Intermediate level B1  
Sales strategy drawing / Consulting  
Knowledge about various industries  
Familiar with digital innovation in China

### **LEISURE ACTIVITIES**

Sports (junior national champion title), cultural activities (learning about foreign cultures and languages)