

**Martin JUVEN**

**Work experiences in USA & Europe**

[juven.martin@wanadoo.fr](mailto:juven.martin@wanadoo.fr)

+1(773)-543-6647

Chicago, IL – United-States

Driving License

Bilingual English-French

## Sales Manager

8 years of experience

Sales skills: Prospecting BtoB/BtoC, inside/outside sales, sales reporting, cold calling, in-person meetings, deal closing

IT skills: Advanced Excel, Business Object, Salesforce, SAP  
Google Analytics/AdWords, Adobe Digital, Ines CRM

### Work Experience

#### **Sales Manager North America – Sodimate, Inc – Chicago, USA – 2016 – On-going**

- Sales development of Sodimate Inc in the United-States and Canada.
- Establish and implement a network of sales representative.
- Participate to local and national trade shows in water, wastewater and flue gas treatment.
- Manage 3 persons in the sales team mainly in prospecting, marketing and SEO tasks.
- Call on, meet and negotiate sales terms and agreement with current customers or new acquired customers.
- Ensure overall team KPIs target are met and maintain sales report to our headquarters

**Results:** Released a turnover of 837K (2017) – Released a turnover of 1.10 M (2018)

#### **Business Developer USA – Imed – Chicago, USA - 2013 – 2016 (3 Years)**

- Export business development of 6 companies (tools industry, broadcast, protective equipment, medical) in United-States.
- Help in implementing a US subsidiary: Gaston Mille Inc.
- Commercial target identification, phone prospecting and meeting with distributors and potential business partners over the US territory.
- Participation to tradeshow, business trip organization and field representation in order to increase demand and generate revenues.

**Results:** Opened new Imed office in the US (Chicago)

Achieved 200K in sales after 6 months

#### **Merchandising Manager - Microsoft Corporation – Mountain View, California USA- 2011 – 2013 (2 Years)**

- Digital content promotion (mobile apps and smartphone game) over French-speaking markets within the Windows Phone 7 division.
- Prospecting of key BtoB accounts (Le Monde.fr, PageJaune.fr, Meetic.fr, and Viadeo.fr).
- Deals negotiation and special offers with different partners (AT&T, Verizon, T-Mobile and Sprint).
- Analysis and identification of KPI's sustaining global merchandizing decisions.

**Results:** Increased the marketplace download of paid apps by 40%.

Achieved 50% of annual sales objectives (120K) after 4 months.

#### **International Business Developer - BioSkin, Inc – Ashland, Oregon, USA 2010 – 2011 (1 Year)**

- Market surveys to identify business opportunities in Asia market for our lines of orthopedic braces
- Commercial prospecting over key opinions leaders (doctors, surgeon's) - 150 calls/week.
- Implement commercial strategy and development of distribution channel.
- Sales reporting and monthly and annual forecast over targeted markets.

**Results:** Generated a 15% increase of turnover after one year.

### Education and Degrees

- **Master in Business Administration (MBA)** – Southern Oregon University (USA), 2011
- **Master in International Management** – IAE Lyon - School of Business Management, 2011
- **Bachelor in Business Administration** – NAPIER University, Edinburgh Scotland

### Activities and association involvement:

Sports (Football/Tennis), Music (Soul/Jazz/Classic), Travels (USA, Eastern Europe, Mexico).  
Volunteered for UNICEF booth at Christmas market in Lyon, France.