

JULIEN SIMONNET

SALES · MARKETING · COMMUNICATION

INSURANCE SALES COORDINATOR

Network animation · Insurance partnerships · Fleet accounts

France Pare-Brise · Niort (79) · Permanent contract

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Saint-Christophe-sur-Roc (79)

Driving licence (B)

15+ YEARS
OF EXPERIENCE

KEY SKILLS

- Business development
- Network management
- Fleet account management
- Customer relations
- Negotiation
- Customer loyalty
- Portfolio management
- Partnership monitoring
- Sales promotion
- Marketing
- Communication

EXPERTISE

- **SALES DEVELOPMENT**
  Network · Fleet accounts · Negotiation
- **MARKETING & STRATEGY**
  Studies · Positioning · Development
- **COMMUNICATION & CREATIVE**
  Communication · Design · Packaging
- **DIGITAL & TOOLS**
  Office · CRM · Social media · Web

LANGUAGES

- **FRENCH**
  Native
- **ENGLISH**
  Professional
- **SPANISH**
  Basic

INTERESTS

- IT
- Diorama making
- Travel



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PROFILE

Insurance sales coordinator since 2019, I develop business across a territory of five départements: 20 centres, 80 fleet accounts and 360 insurance accounts followed. My master's degree in marketing, design and packaging complements this sales profile: understand a need, build the offer, present it. I am looking to put these skills to work for a company.

MY KEY STRENGTH

Linking the client, the network and the field.

PROFESSIONAL EXPERIENCE

Jan 2019 – Present

Insurance Sales Coordinator

France Pare-Brise · Niort (79) · Permanent contract · 7 yrs 11 mo

Territory of 5 départements: 20 centres, 80 fleet accounts managed, 360 insurance accounts followed. Network animation with general agents, mutual insurers, brokers, rental companies and fleet managers.

Sep 2017 – Dec 2018

Sales & Promotion Coordinator

La Nouvelle République · Châteauroux (36) · Permanent contract · 1 yr 4 mo

Daily management of a portfolio of 350 press retailers across the Indre département. Promotion strategy and sales operations to boost the group's titles in stores.

Jan 2016 – Dec 2016

Insurance Customer Advisor

Teleperformance · Niort (79) · Temporary contract · 1 yr

MAIF: inbound calls, claims registration, sale of insurance services. AG2R La Mondiale: advising professionals on their social declarations.

Oct 2011 – Nov 2015

Customer Relations Officer

Aquitel · Chasseneuil-du-Poitou (86) · Permanent contract · 4 yrs 2 mo

SFR Pro: handling subscriber requests, case management, finding suitable solutions and customer retention.

OTHER EXPERIENCE

Start People (2017) · Camif Matelsom (2017) · Carglass (2011) · ESAT Chantejeau (2010–2011) · École Paratte (2009–2011)

EDUCATION

2008 · Bac +5 — **Master 2 Marketing** — Design, Communication and Packaging
European Centre for Children's Products · IAE Poitiers · Angoulême (16)

2007 · Bac +4 — **Master 1 Marketing** — Services Marketing
Institut de Gestion · IAE La Rochelle · La Rochelle (17)

2006 · Bac +3 — **Bachelor's in Management Sciences** — SME Business Management
École Universitaire de Management · IAE Poitiers · Niort (79)

2005 · Bac +2 — **DUT GEA** — Business and Administration Management · Human Resources
I.U.T. Poitiers · Poitiers (86)

ONE PATH, ONE SET OF SKILLS, ONE DIRECTION: ACTION.

Building tomorrow's projects together.