

Business Development Manager



Bajram JASHARI

35 years old
Kosovan and French
nationality

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Driving licence + car

Address:

2A square bugeaud
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Languages:

Trilingual in
**English, French,
Albanian**
notions in German

IT Skills:

Office Pack
(Excel, Word,
Project
professional,
Powerpoint)
SAP, CRM

Interests:

Consultant for
event planning of
the ERASMUS
society in Lyon,
Volley Ball (7 years
of championship),
Badminton (friendly
meetings)

COMPETENCIES

- Commercial:** - **11 years of business experience, 5 years internationally** (UK, Ireland, Canada)
- **Prospection** and **brand loyalty** of suppliers and customers
- **Conception, negotiation** of buying / selling contracts and tenders (B2B, B2C)
- **Logistic management** (Incoterms, customs documents, insurances)
- Management:** - **8 years of experience in management** (recruitment, training, key performance indices optimisation, career development)
- Marketing:** - **Market studies, lobbying** and **business intelligence**
- **Mailing** (newsletter, advertisement on paper, online and videos)
- **Merchandising** (according to seasons and turnover), **product range selection**
- Finances:** - **Account management** (sales revenue, margin, losses, wages)
- **Flow optimisation** (lean supply, inventories, investments)
- **Recovery management** (payment delays and contingencies)

PROFESSIONAL EXPERIENCES

- 2016 – Actual** **WURTH INDUSTRIE FRANCE** - Erstein, France
Key Account Manager – Team of 122 employees. Total turnover: € 47M.
Targeting B2B customers and selling fasteners and MRO (PPE, tools). Sales of logistic solutions to secure and automate supply. Negotiation of framework agreement nationally and internationally. Coordination of the support team members to deliver projects on time. Organisation and supervision of setting up the projects on site.
- 2012 – 2016** **LA PLATEFORME DU BATIMENT - SAINT GOBAIN** - Lyon, France
Department Manager - Team of 6 employees. Departments' turnover: € 5M.
Manager of the tooling, plumbing and electrical department. Recruitment, training and team management. Choice of product lines and commercial actions nationwide. Adapt layouts, organise commercial actions and minimise out of stocks. Meet customer satisfaction and deal with litigation.
- 2011 – 2012** **ALDI** - Chambéry, France
Deputy Director - Team of 4 members. Total turnover: € 9M.
Team management, deal with food and hygiene restrictions. Cash control and till management. Food supply optimisation. Deal with shop layout and displays.
- 2010 – 2011** **VOM FASS LTD** - Dublin, Ireland
Business Development Manager - Team of 4 members. Total turnover: € 1.2M.
Brand ambassador with sole right of sale countrywide. Market development and lobbying in the food industry and local institutions. Point of sale development (franchise, corner shops, online) and logistic management. Recruitment, training, and management of the shop in Dublin.
- 2008 – 2010** **VOM FASS UK** - Newcastle-Upon-Tyne, United Kingdom
Shop Manager - Team of 3 to 9 members. Total turnover: £ 600k.
Recruitment, training, marketing animations, event management (demonstrations and street marketing), supply and cost optimisation, business intelligence.

STUDIES

- 2008** - **Master in European Management Strategy (recommendations)** - Staffs Uni. UK
2007 - **Master in International trade and business management** - Lille 1 Uni. France
2005 - **Undergraduate in Economics (Second class honours)** - Kent Uni. UK