



# CHARLES TALINEAU

## INTERNATIONAL BUSINESS DEVELOPMENT MANAGER

### PERSONAL INFO

- Married, 36 y/o
- Rennes
- 1h15 from Paris (Train)
- Close to Rennes Airport (frequent flight to Paris CDG or Amsterdam International Hubs)
- Driving license

### CONTACT



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### SKILLS

- International business & regulations
- Technical projects
- Negotiation
- Customer oriented
- Hard worker

Result-oriented professional with 10 years of experience, led projects with wide-ranging International duties notably in European & African markets.

Strong capacity to develop International relationship & facility & adapt to various and complex industries (Mining, Civil Engineering, Energy).

### PROFESSIONAL BACKGROUND

#### *Consulting missions in International Business Development (2017 to date)*

**GEOPHYSICS G.P.R INTERNATIONAL** - January 2020 to date  
(Remote Working)

- **Industry:** Geophysics surveys (Ground, Airborne, Offshore)
- **Targeted markets:** Civil Engineering, Mining
- **Main areas:** Europe, Africa & South America
- **Annual Sales budget:** K€ 400
- **Assignments:**
  - Tracked major mining projects
  - Customers visits & international exhibitions (Mining Indaba /Cape Town, PDAC/Toronto)
  - Responded to technical inquiries
  - Inbound & Outbound marketing (LinkedIn, emailing, calls)
  - Follow-up projects
- **Main Achievements:**
  - Major ongoing mining projects in South America (French Guiana, Guyana, Suriname), Africa (Cameroon)
  - Implemented a CRM (Teamleader) to organize and track sales leads
  - Marketed reports for Africa and South America mining markets
  - Increased international leads in the selected areas

**TELLUS ENVIRONMENT** - March 2018 to January 2020 (Rennes)

- **Industry:** Geophysics services & Data processing
- **Targeted markets:** Civil Engineering, Mines, EnR
- **Main Areas:** Europe, Africa
- **Annual Sales:** K€ 350

## EDUCATION

### MASTER'S DEGREE IN MANAGEMENT

BREST BUSINESS SCHOOL (2010)

Specialty: Import-export and international business development

Sales area manager assistant in apprenticeship with Hutchinson company (2009-2010)

Double Diploma: MSc in International Business Focus Europe (M.I.B)

University exchange in Chile (PUCV Valparaiso) - 6 months

### B.A-HONS DEGREE

UNIVERSITY OF SOUTH WALES (2008) - Cardiff area (UK)

Specialty: Bachelor's degree in International business

### BTS MUC in apprenticeship

IPSSA VITRE (2007)

Equivalent to HNC in Business administration

## LANGUAGE

French (Native)

English (Fluent)

Spanish (Fluent)

Portuguese (Basic)

- **Assignments:**
  - Tracked major mining projects
  - Customers visits & international exhibitions
  - Responded to technical inquiries
  - Follow-up major projects
- **Main achievements:**
  - Setting up a new marketing strategy to target mining and energy international projects (new markets)
  - Managed of the new communication tools (website, presentation)
  - Marketing campaigns (LinkedIn, Emailing)
  - Increased international leads
  - 1 major mining contract won in French Guiana (K€ 300)
  - Several Civil engineering contracts won (Grand Paris projects)

**LEET-DESIGN** - January 2017 to December 2017 (Remote working)

- **Industry:** Startup - Design and Technology
- **Targeted markets:** Industry, Tech, Real Estate
- **Main Areas:** Europe Middle East and Africa
- **Annual Sales:** K€ 72
- **Assignments:**
  - Prospected major accounts (Vinci, EDF, Total, Capgemini)
  - Developed international network of agents & distributors
  - Customers visits & international exhibitions
  - Responded to technical inquiries
- **Main achievements:**
  - Implemented a new CRM (Kwixeo) to organize the sales administration and track leads
  - Developed sales through new distributors in Europe (France, Spain Germany, Switzerland) and in Middle east (Israel, Dubai)
  - Participated to major international tech events (CES Las Vegas, Vivatech Paris, Bitz & Pretzels Munich)

**International Sales Area Manager (permanent contract)**

**ARAMINE Group** - January 2016 to December 2016 (Aix-en-Provence)

- **Industry:** Spare parts and OEM for machines in underground narrow veins environment
- **Targeted markets:** Underground mines, Tunneling
- **Main Areas:** Europe, North Africa, Argentina, Australia, New Zealand
- **Annual sales:** K€ 1,500
- **Assignments:**
  - Prospected and tracked majors projects
  - Customers visits & international exhibitions
  - Managed a network of international exhibitions

- Responded to technical inquiries

- **Main Achievements:**

- Participated to the Bauma Munich (main EU construction fair)
- Setting up distribution contracts
- Increased sales in greenfield areas (Argentina, Israel, Australia)

## COMPUTER SKILLS

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Office: Pack Microsoft Office  
CRM/ERP: SAP, CEGID,  
Oracle, Teamleader

## SPORTS

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Soccer (praticing for 10  
years)  
Stand Up Paddle  
Running

## INTERESTS

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Travelling  
International Cooking  
Soccer major events  
New technologies

## REFERENCES

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Upon Request

### International Sales Area Manager - (permanent contract)

**E.T.E FLOEX Group** - March 2012 to December 2015 (Paris)

- **Industry:** Suppling spare parts & heavy equipment's for remote site
- **Targeted markets:** Energy (Oil&Gas, EnR), Mining
- **Main Areas:** Europe and Africa
- **Annual Sales:** K€ 7,000
- **Assignments:**
  - Prospected and tracked majors projects
  - Managed the relationship with key suppliers (Caterpillar, pipes, valves...)
  - Developed a network of agents & resellers
  - Managed of a team of Administrative and Business Manager
  - Customers visits & international exhibitions
- **Main Achievements:**
  - Developed annual sales from K€ 3,000 to K€ 7,000 (2012 to 2015)
  - Setting up subsidiaries with political and local partners (Angola, South Africa, Mozambique)
  - Wrote down a marketing plan to diversify the portfolio (mining market)
  - Opened new major accounts (Shell, Maersk Oil, Total)

### Export Sales Representative (permanent contract)

**ENTREPOSE SERVICES part of VINCI International Civil Engineering Group** - October 2010 to February 2012 (Paris area)

- **Industry:** Suppling spare parts & heavy equipment's for remote site
- **Targeted markets:** Energy (Oil & Gas), Mining
- **Main Areas:** Gabon
- **Annual Sales:** K€ 3,000
- **Assignments:**
  - Prospected and developed accounts (Gabon)
  - Customer Visits
  - Responded to technical inquiries
- **Main Achievements:**
  - Developed sales through new customers (Perenco, Addax)