

# Jean-Baptiste Coudurier



## CONTACT



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22 ans, Master 1



Halifax, Canada



Licence, motorised



<https://www.linkedin.com/in/jean-baptiste-coudurier-boeuf/>

## QUALITIES

100% Positive



Adept of constructive criticism



Spirit of initiatives



## INFORMATIC

- Word
- Excel
- Powerpoint
- Canva
- Photophiltre
- Lemlist
- Outils de Scraping
- Figma

## ENTREPRENEURIAL PROJECTS

### Work in progress : Le Bon Plan entrepreneurial project



Since October 2022

Our ambition is to provide the next technological advancement in the field of tourism and activity searching, through a fulfilling app experience for user and innovative means of marketing for businesses  
Ongoing application to Skema Ventures

### Co-founder of Carrot&Collect food project



November / April 2020-2021

Establishment of a student market of local fruits and vegetables in order to pay decent wages to the producer and avoid waste  
Successfully selling more than 300kg of food per week during Covid restrictions

## EXPERIENCES

### Sustainability project manager at AG Insurance



June / December 2022

Creation and implementation of a strategic Saas project for 3000 partners of AG in Belgium for a \$195,000 budget

- Management of a cross-departmental project with 15+ intern actors
- Benchmark, audition and negotiation with 9 suppliers
- Strategic planification of project implementation over 10 months

### Business Developer Representative at Wizaplace



January / May 2022

Responsible of a new outbound campaign, development of software sales toward large customers (<2500 employees)

- Emailing / calling of B2B customers
- Creation of innovative meaning of prospection
- Interviews with companies' direction

### Right-hand of the CEO at Freddy met Curry



May / July 2021

Participation in the launch of a Brussels-based B2B cooperative offering company cafeterias with local products.

- Partnership with 16 partners of our product line
- Creation of the offer and business management
- Realization of a study and sale of the product

## FORMATION

### Master 1 SKEMA Business School

2020 - 2024

S3 Stellenbosch, South-Africa  
S4 Halifax, Canada  
Project management / New Venture Creation /  
Reflection on Leadership  
Collide program for Start-up

### Preparatory classes

2018 - 2020

### Scientific baccalaureate

2018

## LANGUAGE

**English :** Fluent  
TOEFL ITP = 643 - IELTS = 7,5

**German :** Academical

**Chinese :** Beginner

## INTERESTS

**The call of the mountain** Climbing / Ski / Spartan Race (obstacle trail)

**Handball :** Regional team

**Charity work:** 15 hour a week at local free restaurant for university students