



William Tala

Head of National Development
- Valeurs Actives

Paris, France

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Languages

Anglais

Français

About

Mon expérience professionnelle est essentiellement basée sur les métiers du conseil et du commerce.

L'une de mes expériences les plus marquante a été la création de BibeliB, une jeune pousse lauréate de plusieurs récompenses, Start Up à la fois e-commerce et créateur de produit innovant dans laquelle je me suis épanoui dans divers compétences telles que le sourcing produit, les achats, le marketing produit et digital, la stratégie, l'optimisation financière, la communication, les RP, le business développement, l'export, les concours, le développement produit innovants, les campagnes de crowdfunding, la levée de fonds, les RH, le management etc...

Expert sur les questions de financement immobilier, je me passionne pour l'accompagnement d'une clientèle d'investisseurs privés dans la sélection, le montage et le suivi de solutions d'investissement sécurisées à forte valeur ajoutée souvent bien plus intéressantes que les solutions proposées actuellement mais simplement méconnues.

Je suis un fan inconditionnel de l'industrie du transport aérien.

Je me nourris de challenges et de nouveaux défis, passionné par la culture du résultat, mon ambition est simple: faire parti des personnes qui imaginent le monde de demain.

BRANDS WORKED WITH

Valeurs Actives

Opale Gestion Privée

BibeliB Paris

Swissport

COM' A LA MAISON

Réponse Fi

KERTEL

Experience



● National Development Director

Valeurs Actives | Jun 2021 - Now

In charge of developing Valeurs Actives group nationwide.
Analysis and benchmarking of high-potential sectors.
Identification and recruitment of talent. Networking and skills development training.
Business Unit management
Consolidation of brand and group identity
Ambassador

● Manager

Opale Gestion Privée | Jul 2018 - Jun 2021

Investment solutions broker.
We support private investors in selecting, structuring and monitoring transactions, using wealth and tax engineering.
In charge of a team of consultants, I'm in charge of performance.
Thanks to a CRM and reporting tools, I optimize our consultants' results.



● Founder - CEO

BibeliB Paris | Dec 2011 - Jun 2018

360-degree company management
Sourcing and product development, Benchmark
Implementation of quality control
Cost-Killing & stock logistics optimization
Intellectual property and competitive intelligence.
National and International business development
Implementation of external sales force
International development
International trade fairs (CES LV 2017 with Business France)
BtoC and BtoB distribution

Recruitment and training
Communication and viral marketing.
Digital strategy, marketing and community management
Mobile application Platform and brand identity
Content and feed creation.
Financial analysis and investor reporting
Fundraising (crowdfunding, BA, Family Office, Private Equity, VC, incubator)



- **Wealth management consultant**

Valeurs Actives | Apr 2010 - Dec 2012

Wealth management consulting: I assist private investors, often individuals, in selecting, structuring and monitoring investment transactions.



- **Ground Operation Manager and Trainer**

Swissport | Apr 2008 - Feb 2011

Supervision of ground handling teams for airlines customers.
International ground handling agent trainer and Airport safety and security trainer
Dispute management
Implementation of boarding procedures

- **Co-Founder - Banking consultant in real estate lending and tax exemption**

COM' A LA MAISON | Jun 2006 - Apr 2008

Creation of real estate agency
Negotiation of mortgages for clients
Real estate investment advice
Tax optimization

- **Mortgage broker**

Réponse Fi | Feb 2003 - May 2006

Setting up, negotiation and monitoring of mortgages for business and private customers.
Acting branch manager.
Projet Manager in developping Mortgage Loans to UK customers

- **Superstore Area Manager**

KERTEL | May 1998 - Dec 2002

Responsible for sales promotion and development of the product in BtoB with decision-makers/buyers
Coordination of sales, management of returns and unsold items.
Verification of displays and restocking.
Management and training of local sales teams
Reporting and sales follow-up

Education & Training

1995 - 2000

- **La Sorbonne**

Sciences Eco-Gestion Banque et Finances,