



José Pereira

Commercial Director

Paris, France

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Languages

Portuguese (Basic)

English (Fluent)

French (Native)

Spanish (Native)

About

years

BRANDS WORKED WITH

Arte Charpentier Architectes

BNP Paribas Real Estate

Drees & Sommer

ENGIE

FedEx

MWB Business Exchange

Experience



Sales Director

Drees & Sommer | Jan 2023 - Now



Key Account Director

ENGIE | Jan 2015 - Jan 2022

Implementation of the new key account sales strategy Definition of the new development plan
• Objectives of sales growth / performance on margins-ROC Implementation of the new sales organization Market study & management of the events budget (trade shows, conferences, customer events) Management of the consideration committees: GO/NO GO
ENGIE Solutions

Sales & Development Director

Arte Charpentier Architectes | Jan 2006 - Jan 2015

Development of the main players in the real estate sector Elaboration and costing of commercial proposals Support of commercial proposals, negotiation, management of complex negotiations Preparation and management of the operational budget



Regional Director

BNP Paribas Real Estate | Jan 2005 - Jan 2005

Increase of market share / Prospecting and capture of new accounts Management of development teams (20 people) Implementation of the Business Plan and operational deployment Management of the P&L (margin / ROC / profitability) Preparation and presentation of monthly results

Sales and Marketing Director

MWB Business Exchange | Jan 2001 - Jan 2004

Recruitment and management of the sales team (4 business developers) Negotiation of contracts with clients (general management, real estate management, purchasing management) Development and retention of business providers (brokers and real estate marketers)



Key Account Director

FedEx | Jan 1991 - Jan 2000

Sales Director (Ile de France and Spain), Management team BtoB Sales Manager (Ile de France and Spain) Customer Service Agent

Education & Training

1989 - 1991

University of Westminster

Diploma & First Certificate,