



Tiguli Pan

Now I am looking for the Job for international Marketing ,business development, Sales assistant position in Paris

Paris, France

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Languages

French (Fluent)

English (Fluent)

Chinese (Native)

Japanese (Basic)

About

Recently graduating with an MSc in International Marketing and Business Development from SKEMA Business School, I am writing to present my candidacy for Stage International Marketing, business development , sales assistant position in Paris . I am a sales and marketing professional with over 10 years of experience working at the back office of Fortune 500 companies, of which over one-third of my career focused on sales and marketing engagements in an international environment. After confirming how well my interest in international communication and brand management aligned with opportunities in marketing & sales strategy, I aspired to develop a long-term career in international marketing.

My professional experience is diversified and international-oriented. My work ranged from overseas real estate sales and wealth management consulting to cost accounting with multinational companies. These experiences honed my ability to identify regional market needs, develop marketing strategies to boost sales and establish external partnerships to implement customer-centric communication campaigns.

Moreover, I have demonstrated a strong analytical mindset and financial analysis skills while working as a Senior Cost Accounting Commissioner at Deloitte. I was skilled in performing cost analysis to allocate budget, assign audit staff, and arrange resources for more than 10 energy and resource audit projects annually.

Additionally, I am proud of my multilingual skills. It would enable me to communicate with global clients and co-workers in Chinese, English, or French. During my marketing and sales experience at Sigma, I have developed skills in identifying customers' requirements through short conversations and designing client-driven marketing content and pitch decks to positively influence purchasing behaviors.

Apart from communicating with clients and colleagues, I excelled at interacting with PR and media agencies to design and co-implement marketing campaigns.

Thank you for your consideration. I hope the above have convinced you that my passion, skill sets, and experience would make me an addition . I look forward to further sharing my experience with you in an interview.

BRANDS WORKED WITH

American International Underwriters

CreditEase

Deloitte Touche Tohmatsu Limited

Morgan Creek Capital

Sigma Fortune

Smartech Electronic Trade Limited

Societe Generale

Experience

● Sales and Marketing Manager

Sigma Fortune | May 2018 - Oct 2019

Outline:

Performed 4P campaigns to promote and boost sales of overseas real estate products in Portugal and Greece. Key responsibilities:

Product Marketing: Conducted quantitative and qualitative analysis of client requirements and recommended suitable real estate products to facilitate deal closing of \$20M+ sales.

CRM: Maintained relationships with existing clients by categorizing customer needs based on different segmentations and sending regular follow-up emails and telephone greetings to ensure client loyalty.

Marketing Promotion: Created marketing materials and delivered client-facing pitches in an average of 2 weekly B2B marketing events, such as seminars and workshops.

Business Development: Developed 20+ new clients by collaborating with China's PR agencies to promote overseas real estate products through roadshow presentations.

● Senior Cost Accounting Commissioner

Deloitte Touche Tohmatsu Limited | Jul 2015 - Apr 2018

Executed annual cost analyses of 10+ energy and recourse audit projects through Excel-based modeling and calculations to plan department bud-

gets and forecast working hours for each project.

Allocate audit staff and define working hours to audit engagements to align estimated costs and revenue.

Produced weekly, monthly, and annual reports covering gross margins, NSR, WIP provisions, and account receivables.



- **Senior Wealth Management Consultant**

CreditEase | Oct 2013 - Jun 2015

Provided supervisor services for over 100 high-net-worth individual clients and over 20 institutional clients, achieving \$50M+ in financial product sales.

Counseled individual and cooperate clients concerning investment opportunities, expected returns, and risk tolerance to customize investment plans catering to each client's needs.

Attracted 30+ prospective customers by presenting financial products through online and offline training and workshops.

- **Public Relations Officer & Senior Secretary of CEO**

Morgan Creek Capital | Jul 2012 - Aug 2013

Coordinated with internal departments and external investors to organize 5 financial market activities involving hundreds of participants and developed meeting agendas while ensuring no schedule conflicts.

Developed communication plans to maximize event exposure, including digital marketing campaigns on Weibo and WeChat, brochure distribution in CBD elevators, and traditional TV advertising.

Liaised with KOLs, athletes, celebrities, and media agencies to align marketing content and reinforce product endorsements on social media.



- **Executive Assistant to General Manager**

Societe Generale | Apr 2010 - Aug 2011

Performed secretarial duties for the French GM, including hotel booking, meeting scheduling, and document preparation.

- **Administrative Assistant**

American International Underwriters | Nov 2006 - Feb 2010

Assisted the administration manager with annual budget planning, meeting organization, hotel arrangement, etc.

- **Sales Assistant**

Smartech Electronic Trade Limited | Jul 2004 - Oct 2006

Collaborated with the sales team to track account receivables, manage key corporate clients, and supervise order logistics.