



# Victor Aubert

Business Development Officer

Paris, France

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## Links

[LinkedIn](#)

## Languages

English

Italian

Spanish

## About

### PROFIL EXPÉRIENCE

### BRANDS WORKED WITH

BPCE Solutions informatiques

BRED

Empruntis

Empruntis.com

Groupe Pichet

## Experience



### ● Business Development Officer

Groupe Pichet | Sep 2022 - Now

- Prospecting, recruiting and animating a network of prescribers on the whole
- of the national territory. (+ 55% of sales volume in the Aquitaine region).
- Negotiate marketing agreements.
- Maintain relationships with the professional institutional environment.
- Define the sourcing strategy.



### ● Real estate account manager

BPCE Solutions informatiques | May 2021 - Aug 2022

- Registration and follow-up of reservations from the establishment of the reservation contract to the signing of the deed of sale.
- Responsible for the establishment of commercial reports for the management of a portfolio of 320 acquisition files.
- B2B approach to managing the relationship with principals, developers and social landlords..

### ● Financial Analyst

Empruntis.com | Aug 2020 - Apr 2021

Network Coordinator Saint-Denis 08/2020 – 04/2021

- Developed new processes for employee evaluation that have resulted in significant performance improvements. (filter, typology, digitization)
- Implementation of an airlock to improve the processing of files.
- Dashboards creation and reporting on commercial activity. Financial Analyst



### ● Real estate loan Broker

Empruntis | Jun 2017 - Aug 2018

- Management of a customer portfolio, commercial proposal, and then management of the customer relationship.
- Negotiation of financing conditions with the agencies, divisions and regional management of the banks.
- Orientation of credit files according to the technicality of each bank.

### ● Commercial reception manager

BRED | Nov 2015 - May 2017

- Management of a customer portfolio, reception desk, banking operations (transfers, fund orders, minute withdrawals, etc.).
- Promote the commercial rebounds of customer advisors.
- Carrying out phoning operations related to all types of products (BRED Connect, sale of deferred debit cards, savings books and other investments).

## Education & Training

2018 - 2020

### ● ESAM School of Management

Master of Finance,

