



PRAT Paul

Looking for an internship in Marketing from February onwards (4-6 months)

PROFESSIONAL EXPERIENCE

BOOMRANG

Product Manager

05/2021-08/2021 (3 months)

Paris, France

Boomrang is a start-up realizing over €1MM turnover within its two key activities: sell of gift boxes (BtoC) and organization of business events (BtoB).

As a product manager directly reporting to the founder, I have been in charge of developing a new range of gift boxes for personal coaching:

- Applying negotiation skills: creating different negotiation support tools for potential partners depending on the two types of coaching (poker and singing), identifying, and contacting the potential coaches, pitching the products which led to the contract signature with 15 coaches.
- Managing the relationship with the partners: recruiting, signing the contract, developing an ongoing relationship.
- Ensuring positive customer experience: moderating customer emails in collaboration with a colleague, preparing, loading and following-up on customer packages (about 15 packages/week).

TENNIS CLUB DE NOGENT-SUR-MARNE (TCN)

Tennis teacher and admin assistant

09/2020-06/2022 (2 years)

Paris, France

I have become a reliable and valued member of the TCN thanks to my engagement into the club life:

- Developing strong leadership and team-building abilities: animating tennis classes for children between 4 and 18 years old; preparing and performing exercises (6 hours/week)
- Developing communication and interpersonal skills: thanks to the admin assistant role: answering the phone, selling tennis related products, responding to members' questions etc.)
- Favorizing the team spirit: participating competition by regional teams (2 months/year), participating 3 times to the overall French championship per team.

EDUCATION

Ecole de management Leonard de Vinci

2020-2025

Paris, France

Business School leading to a master's degree in Commerce and Management.

Courses completed: Digital Marketing, Marketing Mix, Human Right, Sales, Finance, Excel, Management Accounting, Supply Chain Management, Corporate Strategy and Soft Skills.

ESIC Business & Marketing School

2022

Madrid, Spain

Exchange Program in Digital Business.

Courses completed: Sales, Digital Business, E-Commerce, Digital Client Management, Information System Management and Digital Project Management.

CONTACT

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LANGUAGES AND COMPUTER SKILLS

Languages:

English: B2 Level (TOEFL ITP: 577/677)

Spanish: B1 Level

Computer Skills:

Good command of the Office 365 Package (Word, Excel, Teams, PowerPoint etc.)

Ongoing learning of the programming languages; CSS and HTML

HOBBIES

Tennis:

Tennis competition (French ranking: 3/6)

Travel:

London, New York, India, Thailand, Vietnam, Cambodia, Mexico, Spain etc.