

# BAPTISTE CORNO

Business Student

## ABOUT ME

I'm a fifth year Sales and Marketing student seeking for a 6 months internship, starting in March 2020. My career project is to become a Chargé d'Affaires Internationales or International Project Manager, since I like to work in challenging universes, initiate new projects and get actual results.

## CONTACT INFO:

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## HOBBIES

-Sports: Half marathon runner (1H35) and plan on finish my first marathon under 4 hours (Spring 2020).  
Rugby (4 years), football (15 years), ski (18 years), judo (8 years), swimming (5 years), target shooting (4 years)

## LANGUAGE SKILLS

**French** Native language

**English** Fluent TOEIC: 905 TOEFL: 86  
Lived a year in the US (2015) and 6 months in Canada(2018)

**Spanish** C1 Level

Lived 6 months in Buenos Aires, Argentina (2019)

## PROFESSIONAL BACKGROUND

### RedAlimentaria (trading company) - Buenos Aires, Argentina

INTERN AS JUNIOR SALES ASSISTANT  
MARCH 2019-JUNE 2019

- Development of business relationship: about 50 leads made during the internship
- Trade fair exhibition (Rosario, Buenos Aires...)
- Promotion of a new market place: design of the promotion active plan of the market place
- Community Management: SEO/SMO, Facebook (10k followers), LinkedIn (1k), Instagram (1.5k), Twitter (2.5k)

### Groupama S.A. (insurance company) - Paris France

INTERN AS FINANCIAL REPORTING MANAGER  
APRIL 2018-JULY 2018

- Implementation and execution of quantitative reporting templates (QRT) following IFRS rules.
- Control of financial assets templates and dashboards: productivity, quality...
- Checking and correcting the corporate asset data base following IFRS and corporate rules

### Interaction (temping agency) - Vitré, France

INTERN AS KEY ACCOUNT MANAGER  
APRIL 2017-JULY 2017

- Management of clients needs (about 50 full-time equivalent per week)
- Management of schedules, contracts and vacations
- Recruitment (for about 10 different positions)

## ACADEMIC BACKGROUND

### Iaelyon School of Management (Lyon - France)

SECOND YEAR OF MASTER DEGREE IN SALES AND MARKETING B-TO-B CAREER

- Business marketing management: design of BtoB offers with perspective evolutions
- Sales negotiations: contracts negotiations and sales processus
- Key account management: middle and long term negotiation processus
- Study of competitiveness clusters

### Institute of Business Administration (Angers-France)

FIRST YEAR OF MASTER DEGREE IN MANAGEMENT OF EUROPEAN AND INTERNATIONAL AFFAIRS  
GRADUATED SEPTEMBER 2019

- First term achieved in exchange at the University of Manitoba in Winnipeg, Canada (Cross-cultural management, Market survey of the beer canadian market...)
- Second term achieved in exchange at the National University of La Plata, in Buenos Aires, Argentina (Digital marketing, Globalized economy...)

### Institute of Business Administration (Angers-France)

BACHELOR DEGREE IN INTERNATIONAL MANAGEMENT  
GRADUATED JUNE 2018

- International finance: based on IFRS notions
- International business law: based on european legislation and I.O.L
- Management control: from commercial and human ressources perspectives

### University Institutes of Technology (Caen-France)

HIGHER NATIONAL DEGREE IN BUSINESS ADMINISTRATION  
GRADUATED JUNE 2017