

DOUGLAS GILL

HEAD OF SALES



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PROFIL

Passionate about business development and entrepreneurship, I'm interested in driving growth, optimizing sales strategies, and managing high-performing teams. My expertise spans P&L management, strategic partnerships, and market expansion across various industries. I thrive in fast-paced, competitive environments, fostering innovation and operational excellence.

Currently Head of Export at Manutan, I lead sales strategy and execution, overseeing a 35-person team across central and local markets.

EXPERIENCES

Manutan

Head of export

COMEX ISA & COMOP France member

- P&L management of the Export Business Unit.
- Direct management of 8 direct reports and oversight of a 35-person team across headquarters and field operations.
- Development and execution of the commercial strategy across Africa, the Middle East, and French overseas territories.
- Driving revenue growth and profitability improvement for the business unit, implementing and monitoring KPIs.
- Coordination with cross-functional teams (finance, logistics, marketing...) to enhance operational performance and service delivery.

2021/23 Global Account Manager

- Managed and developed a strategic European client portfolio worth €50M in revenue.
- Defined and implemented tailored market, and sector, specific sales strategies.
- Negotiated and monitored global agreements with key international accounts.
- Coordinated local sales teams to ensure performance.
- Led tenders operations related to clients and prospects portfolio sector.

Office Depot

2019/21 National Key Account Manager

- Managed and developed a PT of €500K+ clients potential.
- Supported field and insidesales teams in deploying sales strat.

2018/19 Regional key Account Manager

- Managed and developed a PT of €100K+ clients potential.
- Supported field and insidesales teams in deploying sales strat.

Canon France

2017/18 Account Manager

- Managed a portfolio of SMB clients (-100 employees).
- Prospected large enterprise clients (+100 employees).

2016/17 Sales director chief of staff

Fetiveau Consulting

2015 Consultant

EDUCATION

EDC Paris Business School

Master's Degree in Entrepreneurship,
Key Account Management Option

TEC de Monterrey, Santa Fe, Mexico

Bachelor's Degree in Sales & Marketing

Lycée Albert de Mun, Paris

Baccalauréat

ENTREPRENEURSHIP

Locale, Issy-les-Moulineaux

Since 2020 Co-founder

- Managed production and distribution of craft beer through national market with friend.

LANGUAGES & DIGITAL SKILLS

Salesforce

Hubspot

Pack Office

Canva

Generative AI (i.e chatGPT)

English - C1

French - Native

INTEREST

Marathon runner (Paris 2020, JO 2024, Liège 2025...)

Cycling enthusiast