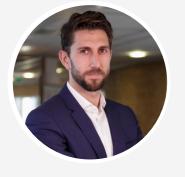
DOUGLAS GILL

HEAD OF SALES



2 rond point Victor Hugo 92130 Issy-les-Moulineaux 😯

contact@douglasgill.fr 🖴



06 09 21 74 63

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 fastpaced, 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

Since 2023

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 35person 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.

Global Account Manager 2021/23

- 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.
- Leaded 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.

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

2015

Sales director chief of staff

Fetiveau Consulting

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 throught 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 enthusiat