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OBJECTIVE

Evolving in challenging positions linked to Marketing & Sales, in an international environment.

PROFESSIONAL EXPERIENCE

- **Jan 2009 till now on**
Toyota Europe – Head Office in Brussels, Belgium
Position: **Market Specialist & Forecasting, within Sales Planning Division (SPD)**
 - Market data reporting and planning at European, regional and country level
 - Analysis of market and segments by country in Europe (also for Russia, Turkey, Israel, etc.)
 - Involvement in highlighting opportunities for further growth and areas of weakness / conflict versus production commitments
 - Coordination of market and segment data collection
 - Regular or ad-hoc reports for top management
 - Window function between SPD, other Toyota departments and relevant external data suppliers

- **2006-2008**
Toyota Europe – Head Office in Brussels, Belgium
Position: **Sales Specialist & Forecasting, within Sales Planning Division (SPD)**
 - Toyota & Lexus reporting and planning at European, regional and country level
 - Analysis of sales, customer contracts and order banks evolution by country in Europe (also for Russia, Turkey, Israel, etc.) and by carline
 - Preparation of short and long term sales plans by country, by model
 - Involvement in highlighting opportunities for further growth and areas of weakness / conflict versus production commitments
 - Coordination of sales data collection
 - Regular or ad-hoc reports for top management
 - Window function between SPD, other Toyota departments and relevant external data suppliers

- **2005 (Jan-Dec)**
Toyota Europe – Head Office in Brussels, Belgium
Position: **Junior Marketing Analyst, within the Marketing Management Office (MMO)**
 - Creation and continuous update of a professional Knowledge Binder (paper and electronic) including fundamental information: sales/registrations reports, mix (engine, body type, grade...), annual plan, customer profile, competitors' info, fleet and pricing documents, etc.
 - Conception of an electronic version of the Knowledge Binder on Microsoft Access
 - Media analysis, market studies, benchmarking
 - A3s reports (ex: Peugeot 407 and NG Passat launch reports, etc.)
 - Marketing preparation of the launch of new (or face-lifted) models
 - Window function between MMO, other Toyota departments and relevant external data suppliers
 - Complementary trainings on: NewReg, mTAB, Cognos, MMS (Media Management System), Lotus Notes.

- **2004 (Jun-Aug)**
Traineeship as Marketing Assistant in BioRun (company proposing innovative services to manage R&D programs for the preparation of Products to be used in Diagnostics or Therapeutics. It also offers assistance in Marketing, Sales, and Communication).
 - Preparation of the promotional materials including conception of the Web site (in French and English), flyers and CDrom presentations.
 - Collection of the required documents and information for the expansion of the company through subsidiaries in Europe.
 - Marketing analysis to investigate internationally the potential markets (Europe and North America) for BioRun offer.

- **2003 (Sep-Nov)**
 - Upgrading and updating of the JOUAN Web site (created during the 2003 traineeship).
- **2003 (Jun-Aug)**
Traineeship in an international group: JOUAN (production and commercialisation of laboratory instruments, including JOUAN University in charge of international trainings for sale representatives and customers).
 - Conception of a database on Microsoft Access linked to MySQL via ODBC and dedicated to the management of trainings.
 - Creation of a secured Web interface in PHP language (to consult the database) and the Web site.
 - Complementary training on Web programming and Information Systems.
- **2002-2003**
Active member of an association (Rocktambule), dedicated to promote music, organize concerts...
 Conception of the association Web site.
- **2000-2001**
Assistant Web Designer in CWIC (Congress Web Engineering Communication; start-up which promoted scientific congresses on the Web), **Nantes, France**.

EDUCATION

- **2002-2005**
Graduate School of Business and Management (Ecole Supérieure de Commerce Et de Management – E.S.C.E.M. Tours-Poitiers, France)
=> Degree in Business Administration (Master), majoring in Marketing Stream
 - ✓ 1st year: E.S.C.E.M. Tours, France
 - ✓ 1st year traineeship: see Professional Experience 2003 (Jun-Aug) Jouan
 - ✓ 2nd year, 1st semester: E.S.C.E.M. Tours, France
 - ✓ 2nd year, 2nd semester: Hogeschool van Utrecht / High Business School of Utrecht (NL)
 - ✓ 2nd year traineeship: see Professional Experience 2004 (Jun-Aug) Biorun
 - ✓ 3rd year, 1st semester (Poitiers, France – English campus): Marketing Stream Major
 - ✓ Majoring traineeship: see Professional Experience 2005
- **2000-2002**
Preparatory School (Lycée Clémenceau, Nantes, France)
 2-years intensive preparation for the Graduate Business School Admissions Examination
- **1997-2000**
Lycée Jules Verne, Nantes, France
 Baccalauréat (scientific section) with honours (High School Diploma in Sciences)

LANGUAGES

- **French:** Native language
- **English:** Fluent / Used to working in an international environment
- **Spanish:** Good knowledge
- **Dutch:** Learning in progress – strong willing to have a good working knowledge

COMPUTER SKILLS

- PC literate. Familiar with Microsoft Excel (VBA), Word, PowerPoint, Access, etc.
- Also familiar with Web softwares, files, and programming.

HOBBIES

- Active passionate about cars and motorcycles.
- Do regularly bicycle, running and tennis.
- Play the guitar, the synthesizer and the drum.