

BUSINESS DEVELOPMENT PROJECT MANAGEMENT

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Multitasking manager willing to engage in a new dynamic and ambitious project. Accustomed to leading teams to goals achievement. Able to work independently and meet tight deadlines for reporting the good suits of current action. Fan of Lean Startup Management, ready to harness deepbusiness knowledge for company success. A creative and driving force in marketing actions. Last experience was as project leader of a collaborative project at the European level involving 20 contributors in 5 different countries.

Native in French, fluent in English and currently learning German. Core competences include :

Project Management - Strategic Analysis - Team Leadership - Online Marketing - Business Model - Self Learner - International Project - CMS - LMS - CRM- Basic Web Skills (Php, MySql, HTML, CSS)

PIERRE TROCHET

28YRS OLD

CAREER DEVELOPMENT

2015 + EURO CLINICS - PARIS, France - Sept 2011 - now

EUROCLINICS is a series of online platforms dedicated to coaching education. This StartUp provides rich media and pedagogical contents for American Football in europe.

CO-FOUNDER - CEO - INTERNATIONAL PROJECT

www.myplaybook.eu

www.eurofootballclinics.com

Key achievement :

- **Team leader of an international project at the European sports level.**

Managing and coordinating a 3 to 5 persons permanent staff between Paris (FR) and Vienna (AUT) and 24 contributors and speakers all over the world (From Los Angeles to Moscow).

- **Reporting to the board of investors about €45k yearly revenue stream and leading the team in a public fund raising of €500k** from the European Union collaborative project department. The project have been successful but not funded.

- **Managing business development from blueprint to 1800 actives users.** Based on web marketing skills using the most relevant tools from social networks and an important SEO/SEM optimization. The gross target was about 150 000 people in Europe. In charge of partner acquisition for €30k gross margin.

- **Key and strategic decision making with the staff** about goals to reach and necessary business and events investments following the main strategy.(coaching clinic) and 15 online events during the past three years.

ABOUT ME

DOB: 20/05/1986

Nationality: French

Location: Wehlstrasse 42 / 3 / 5
1200 Wien
AUSTRIA

Availability: 2 months
Full Time

SKILLS



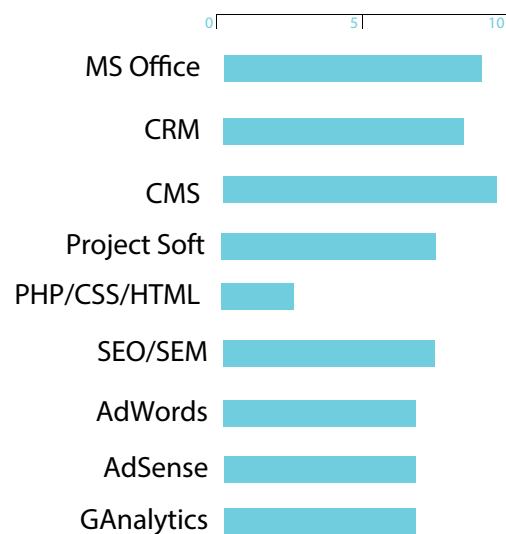
CAREER DEVELOPMENT

- 2012 + FFFA - Paris, France - Sept 2010 - June 2012
[The French Federation of American football is the main government body for football development in France](#)
REGIONAL MANAGER - EVENT MANAGEMENT
<http://www.ffa.org>
- Key achievement :*
- **Presentation of a Master Thesis in management** entitled "American Football development in Europe through coaches massive education" (University of Lille)
 - **Coordinating regional development for the north of France.** 2 300 players between Lille and the north of Paris.
 - **Creating and managing an international coaching congress** in Amiens , France (ClinicInAmiens), 100 attendees from 8 differents european countries.
 - **Event management for national football try out** . The Junior-Bowl caters about 300 national athlete prospect in Dijon,
- 2009 + SARL TROCHET- Dijon , France - March 2007 - Nov 2009
[First entrepreneurship experience with offering saas office software service for regional firm](#)
CO FOUNDER - CEO
- **21 year old entrepreneur** .
 - **Confronted with corporate responsibility** . Dealing with failure and learning how to rise up again.
- INFORMATIQUE MINUTE - Dijon , France - Jan 2006 - March 2007
[National network of 21 franchises dedicated to user support B2C and B2B](#)
- 2006 + SALES MANAGER
- Creating and developing a regional prospect portfolio.
 - Customer relation management. €15k / monthly of gross margin

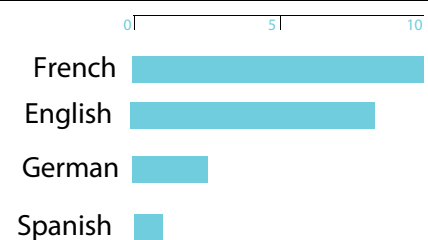
I AM SOCIAL

Twitter : @pierretrochet
Skype : ptrochet
LinkedIn : linkedin.com/in/pierretrochet/en

TECHNICAL SKILLS



LANGUAGES SKILLS



SPEAKER & CONSULTANT

- 2014 + Paris to Lille, France
Consultant and lecturer for private schools and regional small business
- EMSP ONLINE | 5-10 employees | Lille, France**
Training center for professional soccer athletes
<http://www.emsp-online.com>
- Consulting for web based online school (bachelor grades).
 - Organizing 2 sport-sciences international congresses.
 - Several lectures on Web Marketing and Project Management for former professional athletes in post career retraining.
- + **PRO GROUPE SAMARA | 5-10 employees | Lille, France**
SAAS Hosting service
<http://www.my-cosi-screen.net>
- Analysing regional market diagnostic (north of France)
 - Consulting for digital signal service launching - MyCoSi Screen
 - Presenting strategic marketing recommendations
 - Training the sales department 3 persons
- 2011 + **ETHERTRUST | 5-10 employees | Paris, France**
Smart card programming StartUp
<http://www.ethertrust.com>
- Consulting for competition analysis
 - Analysis of e-Wallet security software market penetration

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EDUCATION

- 2012 + **MASTER IN MANAGEMENT Sports Marketing** (University of Lille 2)
Market Analysis + Team Management - Sports Economy - Business Modeling
- 2011 + **UNIVERSITY DIPLOMA IN SPORT MANAGEMENT** - Pro Sport Business School - EMSP FRANCE
Project Management - European Sport Organization - Sports Economy - Marketing
- 2006 + **BACHELOR IN CUSTOMER RELATIONSHIP MANAGEMENT** SB Formation - Private business school
Negociation - Team Management - Sales development - Accounting