

Vianney Senlecq

23 years old

Currently studying a masters degree at NEOMA Business School, I'm excited about entrepreneurship, digital & innovation issues. I have acquired hard and soft skills and a sense of community that I want to develop in my personal and professional life.

Experiences

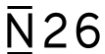


➤ July 2018 : Attendee at the Google Bold Immersion Program EMEA 2018



- ✓ The Building Opportunities for Leadership and Development (BOLD) Immersion program gives to 60 students from all around the world the opportunity to immerse themselves in a 3 days digital marketing formations and team works at the EMEA headquarter in Dublin.

➤ Since September 2017 : Campus Ambassador at N26



- ✓ Promotion of N26 offers on the NEOMA Business School campus with digital and physical actions : Social networks posts, prize competitions, booth and workshops with the France manager.
- ✓ Bank accounts opening – Average : 5/month.
- ✓ Partnerships with student associations to improve visibility and brand awareness on several events.

➤ From October 2016 to July 2018 : Vice-president & CHO at Declic Entreprendre, entrepreneurship association of Neoma Business School



- ✓ Main organizer of a student innovation & entrepreneurship festival with regional impact : The DDAY. 70 startups and big companies gathered, 15.000€ budget and more than 1000 attendees.
- ✓ Main organizer of a Techstars Startup Weekend : More than 90 attendees, 10.000€ budget and 3 startups created still in operation.
- ✓ Organizer of the Open Innovation games : The first entrepreneurship associations challenge. 15 teams of 5 people gathered in Paris and competing on real companies issues in several Hackathons.
- ✓ Main Organizer of the recruitment and integration of 30 new members in the association.

➤ 2017 (From may to august) : Business Developer at Les Paniers de Lea, wellness for employees company



- ✓ Create and manage targeted prospect files. Paris and Lille municipalities files : 230 prospects. Event agencies of Paris files : 70 prospects.
- ✓ Commercial opportunities research and quote proposals by phoning and prospects meetings.
- ✓ Content creation and acceptance testing of the new company Website : Manage the connection between the stakeholders

➤ 2016 (From april to may) : Commercial advisor at EDF



- ✓ Paying and free services sales optimization by phone with customers files : More than 1000 customers called, conversion rate 32,6%.
- ✓ Incentive challenge for employees co-organized with the team managers : Grand Lille Games Day with 2 call centers attending, about 140 employees concerned and prizes for counsellors that sold the most.

Education



2018 (From August to December) : Exchange semester at Worcester Polytecnic Institute in Worcester, USA
Strategy, Marketing, Innovation and Operations classes



2016 / 2020 : First level Masters degree (Master Grande Ecole), Neoma Business School

- Associative & entrepreneurship track : 50% courses, 50% Project management (Déclic Entreprendre).
- English track : All courses in English

2014 / 2016 : IT Sales Techniques, University of Lille 2, Roubaix, 3rd semester Erasmus in the university of Valladolid, Spain :

- Subjects : Digital Marketing, negotiation, team management, entrepreneurship



Skills



Languages

- English : Fluent - TOEIC 910, IELTS 7.5
- Spanish : Fluent – Bright B2

IT

- Word, Excel, PowerPoint, Google Suite
- Slack, Trello, Workplace
- Coding bases: HTML5
- Adwords and Facebook Ad : Basics

Softskills

- Speaking in public
- Leadership
- Listening and being receptive
- Conflict management

Interests



Music : Playing the guitar for 10 years, drum and piano. Member of music association of Neoma BS

Sport : Handball and swimming : competition level

Volunteering : Member of staff at Vivatechnology 2018 / Providing free guitar classes for young refugees at NEOMA BS

Travels : 2 exchange semesters in Boston, USA and Valladolid, Spain.