



# Kwassy Francisco Deo

## ADJAMAH

### Business Development Position

Searching for a position in Business Development oriented Sales/Marketing, Market Selection, and open to new challenging positions. My main areas of competence are Sales and Business Consulting.

#### Education

**Master of Science, International Business Development / Université de Neuchâtel**  
Neuchâtel, Suisse  
Since September 2015

**Bachelor in Finance-Management / Ecole supérieure de Commerce et d'Informatique Sup'management** Fès, Maroc  
From October 2012 to July 2015

**Baccalauréat Commercial-Technics / Institut "le Technocrate"** Lomé, Togo  
From October 2011 to June 2012

#### Work experience

**Product Advisor and Saler / Microsoft** Genève, Suisse  
Since September 2018

Working through the Agency Profiflitzer,

- Introduce to customers the benefits of using Microsoft products (Microsoft Office, Surface PCs),
- Advice and sell the product that suits better customers needs.

Current market: FNAC Rive-Genève

**e-commerce Manager / Rayon Elegance** Neuchâtel, Switzerland  
Since November 2017

- Plan Marketing and sales strategy
- Prepare e-store content
- Analyse audience behaviour on social media

**Promoter and Active Seller / Vertikom GmbH Switzerland** Suisse Romande  
From May 2016 to March 2017

- Advice and sell Microsoft Products (Microsoft Office, Surface PCs)
- Tobacco Active Seller for British American Tobacco.

**Junior Consultant / Junior Entreprise de l'Université de Neuchâtel** Neuchâtel, Switzerland

From November 2015 to May 2017

Part of Partnership department.

- Contributed to the development and maintaining of strong relationship with partners (workshops, conferences coffee days).

**Sales Representative / Avon Cosmetics** Fès, Morocco  
From March 2014 to July 2015

- Create Client Portfolio and sell Avon Products
- Plan a marketing strategy to retain existing customer

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#### Hard Skills

- Sales
- Presentation
- Business Strategy
- Research
- Negotiation
- Analytical Skills

#### Soft Skills

- Relationship Management
- Quick learner & Quick Adapter
- Professionalism
- Sociable
- Service
- Communication

#### IT Skills

##### Microsoft Office

Word, PowerPoint, Excel, OneNote, Outlook

##### Prezi

Creative, dynamic and attractive presentations

##### Qualtrics

Data collection survey

##### SPSS (Data Analysis)

##### Facebook audience analysis

#### Awards & Achievement

- Major's Prize Bachelor Degree Finance-Management
- Top 3 Best Seller for Vertikom
- Finalist Mister Suisse Francophone 2018
- Top 8 Semi-Finalist Mister Suisse Francophone 2017

## Work experience

### Accounting Finance Intern / Fiduciaire Orion Fès, Morocco

June 2014

Using software "Ciel Compta":

- To process invoices, bank and cash statement,
- Tax declaration
- Files Classifications

### Internship / BCEAO:Central Bank of West African States. Kara, Togo

From July 2010 to August 2010

- Checks treatments
- Printing and classification of Banks and BCEAO employees account statement
- Monitoring checks from accounting departement to the payment

## Trainings and Extra-curricular activities

### Atelier Digital / Google Online

Since November 2018

The Training aims to provides tools and technics to develop Digital activities.

### English Academic Writing-Advanced / Université de Neuchâtel Neuchâtel, Switzerland

From February 2016 to May 2016

### President & Advisor / Amnesty International-Togo School Club Lomé, Togo

From October 2008 to June 2011

Highlight notions related to Human Rights respect among student through Workshop, Presentations, Debate, events organisation, Social meetings.

### School Competition Participant / Ecole de Commerce et d'informatique

Sup'Management Fès, Morocco

From October 2013 to July 2015

- Great Debaters: Inter-University Competition
- Speak English: Intra-University Competition to promote English Language

## References

### Leo Napoli

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### Maxence Eich

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## Languages

### Afrikaans

Ewe: Mother tongue

### French

### English

### Spanish

Auto-learning

## Hobbies

Singing, Modeling, Fitness,  
Cinema, Swimming,

Dancing Salsa, Batchata,  
Kizomba.

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**in** @franciscoadjamah