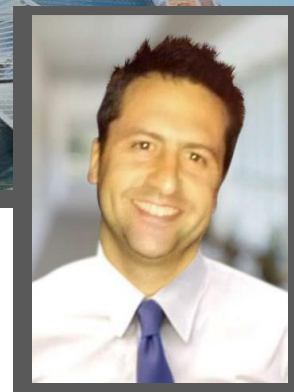


DIDIER DUBREUIL

Business Development Manager



Objectives: I want to contribute to the development and success of a company seeking to expand in the markets of Eastern Europe. I want to apply my skills and my multicultural experience to build or strengthen the structure.

Professional Experiences

Since 2019 **Ladays, Latvia**
Ladays brand development director
 Creation of menstrual lingerie products.
 Search for supplier of lingerie fabric and manufacturers.
 Negotiation (services / volumes / prices / deadlines / payments).
 Online store creation / visuals / payment / automation.
 Automation of customer contacts (Newsletters, notices, follow-up).
 Communication (influencers / google ads / press / comparison sites / communication agency).
Achievements : 5 models available in 8 sizes, delivery within 5 working days. Articles published in the women's press.

2013-2019 **OOO Savoye, Russia**
System Designer and Project Manager
 Participation in the creation of the Russian subsidiary OOO Savoye (warehouse automation).
 Data analysis, client's specifications, KPI analysis.
 Definition and design of automated solution (mechanization, shelving, conveyance ...). Definition of the cost price and supply of the commercial supports, drafting of the offer, follow-up of the project until reception.
Particularity: Worked on non-standard projects, new or evolutions, also outside Russia. DDP calculations.

2010 - 2012 **OOO EMI, Russia**
General Director
 Development of customer portfolio throughout Russia, and agency facilities (staff, vehicles, tools).
 Search for partners, suppliers, subcontractors.
 Supervision of project / assembly / maintenance managers.
 Promotion of new products, production development in Russia.
 Reporting.
 Managed a team of 20 peoples (Russians and Uzbeks)
Achievements: Reduced people turnover.
New project turnover ~ 1M €.
Maintenance turnover ~ 360k €

2008 - 2010 **OOO EMI, Ukraine**
Project Manager
 Analysis of customer needs on industrial closure systems (Metal curtain, High-speed door, Sectional door, Fire door, Fencing, Self-supporting gates).
 Drafting of tenders, ordering, importing and follow-up of construction site (supervision of assembly teams, supervision of work progress, quality control of works) until reception.
 Managed a team of 15 people (Ukrainians).

2004 - 2008 **SEC Physical, France**
Development Manager
Responsible for the development of the company: First employee. Development of services, client portfolio (in France and Morocco),
Validation Manager: writing protocols and test sheet on the following qualifications: IQ, QO, QP, FAT, SAT. Drafting, follow-up and / or execution of tests on utilities (air conditioning, supervision, cleanrooms), on production line (prostheses, drying of filter cartridges), special machines (high temperature drying oven in ISO 5) And laboratory equipment.
Achievements: People 1=>4, Turnover ~200k€

CONTACTS



+7 926 931 98 50



didier.dubreuil@gmail.com

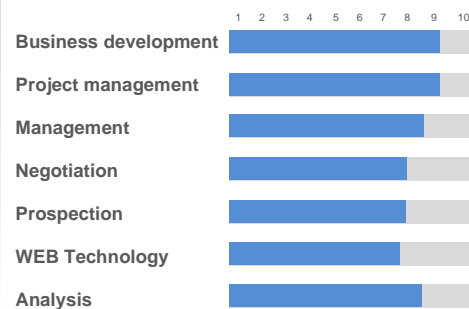


Moscow

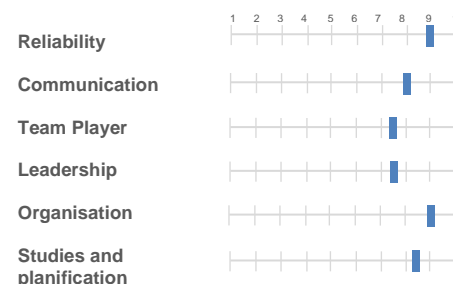
Diplomas

2003 : Engineer Polytech'Orléans, PLOP (Plasma, Laser, Optics, Photonics).
 Toeic : 885/990

Skills



Strengths



Languages

	PARLE	LU	ECRIT
French	E	E	E
English	E	E	E
Russian	E	B	B

C = CORRECT | B = BON | E = EXCELLENT

Other

Websites:

- <https://ladays.co>
- <https://keno-forecast.com>