



# ISMAËL SIBIDÉ



EXPERT EN CAMPAGNE MARKETING  
DIGITAL  
26 ANS

## COMPÉTENCES

Web design 5  
Programmation web  
HTML5 -5  
Connaissances du secteur  
Développement site web  
Analyse de la compétition  
Lead Generation  
Business Development  
Business-to-Business (BtoB)  
Logistics  
Informatique  
Gestion de projet  
Market Analysis  
Sales  
Supply Chain -  
Outils et technologie  
CSS  
Adobe Photoshop  
C++  
SQL  
Microsoft Word  
PHP  
Java  
C.  
PowerPoint  
Microsoft Excel

## CONTACT



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## FORMATION

### Université Paris Descartes

Informatique

DUT

2013 - 2015

### KEDGE Business School

Master Développement Commercial

Marketing

Master 2

2015 - 2020

## EXPÉRIENCES

### Business Development Representative

S2M-group (Market Data & Predictive Analytics,  
B2B Lead Generation, Sales Intelligence  
Software)

juil. 2019 - janv. 2020

S2M-group is an entreprise specialized in lead generation and consulting. It delivers premium sales and marketing services to software, IT & services companies across America, Europe and Asia.

Outbound Marketing: Lead Generation, Nurturing, B2B appointment scheduling

Inbound Marketing: Webinars/Events, Social Media, Lead Tracking & Scoring

Advice and sales: Audit/Due Diligence, Marketing strategy, Market research

Check-in / Check-out

Optimization of the calendar to generate maximum income

Keeping weekly / monthly accounts

Purchase of supplies, modernization of housing Respect for the SuperHost charter and the Airbnb hospitality charter

### Loyalty and Cares Services

Marriott International

juil. 2018 - janv. 2019

County Cork, Ireland

Customer Service

Hotel room reservation/booking by phone Marriott & Starwood Loyalty Program Specialist

Assistant Sales Administration/Logistics Comptoir Export de Matières Premières (C.E.M.P.)

juil. 2017 - déc. 2017

Vessel tracking (departures/arrivals)

Production of the export package/documentation

Invoicing

Administrative and accounting closure of export files