

STANISLAS BELLIARD

SALES MANAGER TIMEPIECES & JEWELRY - FRANCE

Business Development vibes with Entrepreneurial mindset and Financial background

EXPERIENCE

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- Feb.21 – Sept. 21* **SERAPIAN – RICHEMONT GROUP (Milan)** – Global Wholesale Manager –
Open new accounts in Middle East, Austria, France ... Growth of 75% on existing Swiss market
- **Business development of both existing clients and chasing new international accounts**
 - **Sales analysis and sales reports after sales campaigns (seasonal, specific requests, ...)**
- Sept. 13 – Feb.20* **REVEL PARIS (Paris)** – Global Brand Developer – *First years owner and then employee*
Brand revival as a whole – Products : sunglasses, leather goods & fashion accessories
Growth in revenues : 347% in 2019, 88% in 2018 and 78% in 2017
- **Worldwide business development of the brand (wholesale clients network)**
 - Opening of 20 new countries (America, Europe, Asia, Middle-East, South-Africa)
 - Showrooms during fashion weeks with global fashion wholesale accounts
 - Strong operational skills visiting key accounts worldwide and opticians
 - **Communication projects and collections launches** (shootings, collaborations ...)
 - Collections launches (Catalogues for key retailers, press, influencers)
 - New products launch with Maison Rabih Kayrouz (incl. set-up of press events)
 - **Global management of the company** (finance, two fundraisings, marketing, legal ...)
 - **Luxury products development** (130 SKUs per year) **from designers to suppliers**
- Oct. 11 – Aug 13* **CHEUVREUX (Paris)** – Equity Research Analyst – *Mid caps of Software and IT Services Sector*
- **Fundamental analysis of covered companies**
 - Financial modeling : forecasts and valuation models
 - Relationship with covered companies senior management (CEO and CFO)
 - **Wrote public reports on companies' financial release** (sales, margins, acquisitions ...)
- Sept. 10 – July 11* **ROTHSCHILD ET CIE (Paris)** – Five Arrows Principal Investment – *(Internship)*
Private Equity - Mid caps – European generalist sector
- **LBO modeling and analysis of potential returns** (IRR, cash multiple, peers valuation)
 - **Market strategic analysis** (competitive environment and top-line price / vol. / mix effects)
- Feb. 10 - July 10* **CHEUVREUX (Paris)** – Equity research – European automotive sector – *(Internship)*
- **Involved in fundamental analysis of covered companies** (financial modeling, peers ...)

EDUCATION

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- 2008 - 2009* **MASTER OF INVESTMENT BANKING - PARIS DAUPHINE UNIVERSITY**
Master 268 BIM run by Michel Fleuriet - CALYON 4 days a week
- 2005 - 2008* **MASTER'S DEGREE IN MATHEMATICS - PARIS DAUPHINE UNIVERSITY**
Majoring in Statistics, probability and stochastic process ; Minoring in Economy & Finance
- 2002 - 2005* **LYCEE S^T MICHEL DE PICPUS (Paris)** *Preparing for the French business schools' entrance exam*
- 2002* **BACCALAUREAT IN SCIENCE with honors - Lycée Saint Jean Baptiste de La Salle (Rouen)**

LANGUAGES AND IT SKILLS

French	Native tongue	German	Basics
English	Full professional proficiency	IT Skills	Strong Excel skills (incl.VBA) - Powerpoint
Italian	Basics	Others	Driving Licence

EXTRACURRICULAR ACTIVITIES

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- Travelling** Trip around the world (*Sept. 09 - Jan. 10*) – Asia, Oceania and South America –
- Antiques** Management of an Art Gallery (*2001 - 2003*) *once a month* – French 18th century furniture –
- Sports - Hobbies** Karate – black belt 1st Dan – training twice a week
- Sailing & Kite-Surf – boating license – organisation of 26th Challenge SPI DAUPHINE DELOITTE
- Archaeological research : searching with metal detector over fields, beaches and through forests