

Olivier Lannée

PROFIL:

Determined, motivated, hard-working, highly adaptable, team player. Problem-solving with a results-oriented approach, managing complex projects and implementing effective solutions.

EXPERIENCE

July 2024 - to date

Event agency manager | DRON LOCATION.

Le Mans France.

- Customer portfolio management, customer relations
- Site compliance: image, health and safety
- Staff management: team activity monitoring, work organization
- Sales mission: sales/rental
- ACO:24H du Mans tender management
- Purchasing/Procurement

September 2020 - May 2024

Sales Manager France | SANIT Rent. Bretagne and Hauts de France.

- Technical and commercial operational implementation Bretagne
- Excellent customer relations
- Teamwork
- Ability to train and develop operators
- Reactive, initiative-taking and proactive.

January 2018 - August 2020

Sales Manager Grand-Ouest and Île-de-France sectors | SEBACH FRANCE

- Regional sales manager, west of France and Paris.
- Self-contained sanitary solutions and bungalows for construction, events and public authorities.
- Creation of dealers, management of major accounts and field missions.

2006-2018

Technical Sales Manager Western Area and Key Accounts France | FRANCE POWER KAWASAKI INDUSTRIES

- Building and civil engineering rental companies, event companies, key parts, industrial supplies.

2004-2006

Business Manager | E I S Euro Ingénierie Services

- Field: Industrial, railway Compin , electronics Deutsch Connectique.

2000-2004

Sales technician - cash & carry and access control - North of France and Belgium area | CELIGNY - SOPEG

- Customers Specialised retailers

1995-1999

Company car salesman | CITROËN - SNEL Dieppe France

1991-1995

Sector vehicle salesperson | RENAULT- SODIAC Alençon France

CONTACTS

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Academic Training

**Graduate of the Renault
Sales School**
1990

Licence in Economics
1989

Baccalauréat D
1986

Language

- English B1

Leisure/General Skills

- Pack Office
- Driving licences B, C, D, CACES R372M
Electrical certification BO,HO,HOV,BR (BT)
- Sport: Mountain bike,
Sport shooting