

Léo THOMAS

Key Account Manager

30 Years old - Married - 1 Child

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About me

Due to my experience a top athlete (member of French Canoë Team 15 years ago), I have learned early how to motivate my partners to success. Today, I always reach my goal in my professional life because I'm know my strengths and my weaknesses, and take decisions, even if it's not always easy.

3 words to resume my profil ? I Find solutions

PROFESSIONAL EXPERIENCE

08/2019 - Present

AGIRIS, ISAGRI Group, Software & IT Company

08/2020 - Today : Key Account Manager

08/2019 - 08/2020 : Business Developer

I am managing 20 key partners, only French accounting company. I help my customers to define their strategic project on the french market and advise them to choose the best solutions to reach their goals. These solutions are also consulting missions, softwares, cloud or edge computing services.

My wallet value is around 2,5 billion euros recurrent revenues, and I increase it 30% every year. I'm also working on the transversal missions for the group on different subjects like electronical invoices, or project management tools.

08/2016 - 08/2019

Clementine, Startups in Online Accounting Services

02/2018 - 08/2019 : Chief Production Officer

06/2017 - 02/2018 : Head of Sales

08/2016 - 06/2017 : Digital Manager

After have defined the marketing digital plan of the company, I was quickly integrated in the board of startup in 2017 as a head of sales. At the time, I realized the 2 best sales month of the company with a little team (4 business developers). After some months, I proposed to the CEO to manage the production team (Around 30 accountants) and I started a new organisation with a front office and a back office, specially to resolve our growth issues.

01/2014 - 08/2016

Assipe, Health & Safety Software & Startup

Founder, CEO

As a founder, I had to learn a lot of new skills, and be multipurpose. It was the best experience to start my professional carrier because I discovered a lot of things with this experience. My missions were :

- Business, Accounting & Legal Management
- Human Ressources & Team Management (until 6 peoples)
- Sales & Marketing Development
- Health & Safety Research

SKILLS

Entrepreneurship

Lean Startup

Project Management

Digital Marketing

Business Development

Accounting & Legals

Web Development

SOFT SKILLS

Leadership

Organisation

Empathy

Management

LANGUAGES

French

English

Spanish

REWARDS

National Entrepreneurship Contest "Pépité 2015"

To found & develop my Entrepreneurship Project ASSIPE

French Junior Champion in Canoe 2008 & 2009

Canoë 2 Seats

Member of French Junior Team Canoë 2009

Canoë 2 Seats & Canoë 1 Seat

EDUCATION

2021 Master Degree Entrepreneurship & Business Development

IAE Metz - Accreditation of prior experiential learning

2014 Certification of Completion « Entrepreneurship & Innovation »

School of Management - Fribourg

2013 - 2015 Master Degree Ergonomic

Medicine School - Nancy - S7, S8, S9 Validated - S10 Ajourned

2010 - 2013 Bachelor Degree in Sport - Education & Motricity

Sport School - Nancy

SOFTWARES SKILLS

