



Ambre BOURGUIGNON

French

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[LinkedIn Profile](#)

Driving Licence (Category B)

SOFT SKILLS

- Negotiation
- Interpersonal skills
- Autonomy
- Proactivity
- Organizational skills

LANGUAGES

- French: Native
- English: Fluent – Cambridge C2 & TOEIC: 920/990
- Spanish: Intermediate
- Italian: Basic knowledge (self-taught)

IT SKILLS

- Microsoft Office Suite (Word, Excel, PowerPoint)
- Google Workspace (Docs, Sheets, Drive)
- WordPress & Elementor (website creation)
- Canva (visual and presentation design)

INTERESTS

- Sports: Running (6 years – 10 km in 40 min), Tennis (5 years), Pilates (2 years), Fitness (3 years)
- Photography: Portrait photography and personal branding, FUJI XT30 II camera
- Travel: Albania, United States, Netherlands, Spain, United Kingdom

EDUCATION

2026 : Bachelor of Technology in Marketing & Sales – IUT of Ville d'Avray

- Key coursework: Digital Marketing, Commercial Negotiation, Communication, Entrepreneurship
- Winner of the Negotiation Event – Alticiades 2025 (competition with 200+ participants)

2023 : French Baccalaureate, High Honors – Lycée Le Corbusier, Poissy

- Specializations: Economics & Social Sciences / Geopolitics & Political Science / English
- Academic First Prize – National Resistance and Deportation Competition

PROFESSIONAL EXPERIENCE

2024 - 2026 (2 years – Permanent Contract)

Floor Manager – La Criée Restaurant

- Supervised service operations (up to 200 covers) and coordinated a team of 5 waiters
- Managed cash handling and daily revenue (up to €5,000 per evening)

2025 - 2026 (1 year – Work-study program)

Field Sales Representative – REFENCIA

- Managed and developed a portfolio of 285 retail outlets (GMS) in Île-de-France
- Represented and expanded 4 FMCG brands in-store
- Conducted commercial negotiations with store managers and department heads
- Monitored sales performance (shelf placement, volumes, revenue)

2025 (3 mois – Internship)

Field Sales Intern – REFENCIA

- Independently managed a strategic sales territory (Paris & suburbs)
- Launched 3 premium brands in supermarkets and specialty stores
- Conducted prospecting, follow-ups, client retention and reporting

2024 (3 mois – Internship)

Sales Advisor – Sephora

- Provided customer advice and active sales in fragrance and cosmetics (30+ customers advised per day; estimated conversion rate: 45-50%)
- Implemented impactful merchandising actions
- Contributed to a +15% sales increase on selected products during campaigns
- Store daily revenue up to €10,000

VOLUNTEER EXPERIENCE

2025 : Volunteer, SPA Orgeval Animal Shelter

- Cared for and supported 40+ animals
- Welcomed and informed 20+ visitors per day
- Assisted with adoption follow-up and awareness initiatives

2025 : Partnerships & Booth Manager – ALTICIADES

- Secured 8 partnerships with companies
- Designed and fully managed an event booth
- Presented the project at a trade fair with 1,000+ visitors
- Generated €700 in revenue within 4 hours through sales activities

2024 : Volunteer, Guy Lamarque Care Home (Coallia)

- Supported daily activities of 70 elderly residents with disabilities
- Organized and facilitated adapted activities (creative workshops, games)
- Built strong social connections and provided emotional support
- Assisted staff with meals, mobility and quiet time