

Etienne LUNEAU

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To obtain an internship in the International Management of Small & Medium Businesses

EDUCATION

2005 – 2006	2nd year of Master Course in Business Studies – International Management of SME and Territories - Universities of Montpellier, France
2004 – 2005	First year of Master Course in Business Studies - Management of SME and Entrepreneurship - University of Montpellier, France
2003 – 2004	Degree Course in Business Studies (equivalent to Bachelor's Degree) University of Montpellier, France
2002 – 2003	First year of Degree Course in Business Studies (equivalent to Associate's Degree) - University of Montpellier, France
1998 - 2001	Polytechnic Diploma in Hotel Business (Marketing & Management) Hotel & Catering School of Blois, France

PROFESSIONAL EXPERIENCE

April – September 2005	Genesys Conferencing – Reston, Virginia - USA Intern – Project Leader: <i>Setup a Strategy & a Business Plan for a dedicated service to the US SMB market. Test launching and results analysis.</i>
May – July 2004	Genesys Conferencing - Montpellier, France Intern: <i>assist the NA & EU Sales Operations Manager with a report on the VoIP (Voice Over Internet Protocol) technology and its impact on the conferencing industry. Preparing internal survey on the Sales force organisation in Europe & North America. Working on the sales process improvement.</i>
2003 – 2005	ISEM Junior Conseil – Junior Enterprise President & co-founder of a student business consulting association <i>Founded with 6 others students in 2003, 'ISEM Junior Conseil' is an association which brings experience to the student members by offering them the opportunity to work on a project or mission for a company. As President, I was in charge of the strategy, the development of the activity and the partnerships research.</i>
June – August 2003	Genesys Conferencing - Montpellier, France Intern: <i>assist the Executive Vice President Europe in the group reorganization with a thorough analysis of sales forces effectiveness, preparing reports on the sales force results. Preparing reports and analysis on the first results of the strategy. Learned about the sales force Management and the implementation of a strategy.</i>
2002 - 2003	30th Anniversary of Montpellier's Management Master Responsible for the Organisation's Committee <i>Organisation of a conference with regional personalities for the 30th anniversary of the Montpellier's Management Master. As Responsible for the Organisation's Committee I was in charge of the coordination of the student's committee, partnerships and press relations.</i>
July 2001 – June 2002	Hostellerie de l'Abbaye de la Celle**** – La Celle, France Alain Ducasse's Provencal country inn - Front Desk Employee <i>Working in one of the deluxe country inn of the famous Chef Alain Ducasse, I was in charge of the reservation process, the day-to-day Front Office operations (guests check-in & check-out) and provide guests with information on various facilities and services outside the hotel.</i>

LANGUAGES

French:	Mother tongue
English:	Fluent - TOEIC score: 915 & internship in the USA
German:	Basic
Spanish:	Beginner

ACTIVITIES AND INTERESTS

Computer skills:	Microsoft Office, Windows XP
Interests:	Current events, new technologies, gastronomy
Sports:	Running, fencing, cycling
Driving License:	Since March 1999