

M. Stéphane PERE
51, rue de Charonne
75011 Paris

stephane_pere@yahoo.fr
31 y.o, Married, French
+ 33.6.26.01.77.47



WORK EXPERIENCE

THE ECONOMIST, Paris, France

Since Apr. 2007

CEMEA Online Advertising Sales Manager

- Managing the online advertising sales across Continental Europe, Middle-East & Africa
- Rates, special operations, sales marketing, coaching, training
- In-house & representative sales field support (offices in Paris, Frankfurt, Vienna & Dubai)
- Business development (online group synergies with Research, Conferences, other brands; sales reps selection)
- Revenue monitoring & forecasts

YAHOO !, Paris, France

Since Aug. 2005

Senior Online Sales Executive

- Canvassing Telecom and Automotive advertisers / *special operations, sponsorship and classical media campaigns*
- Internal coordination with Yahoo! Mobile and Yahoo! Cars Product Managers
- Business Analysis, forecasts and definition of Telecom and Automotive sales marketing presentations
- Pricing and Ad Format definition

CANAL + REGIE, Boulogne-Billancourt, France

Jan. 2003 – Jul. 2005

International TV Sales Executive

Bloomberg TV

- Canvassing France, Belgium, Switzerland & Luxembourg : Bank/Finance advertisers and agencies
- Bloomberg TV France and International campaigns

Canal + pan-european multi-local TV package

- Sales agent network management (Europe, Asia, Middle-East) : business meetings with international advertisers and media agencies, drafting of international campaign proposals and Sales marketing presentations, Sales agent training
- Business development (pitching of sales agents & TV channels)

EUROSPORT Spain, Madrid, Spain

Jul. 2002 – Oct. 2002

Marketing Intelligence (Trainee)

- Spanish audiovisual market analysis (context: merger between Canal Satellite Digital and Via Digital)
- Spanish sport sponsorship industry analysis

EUROSPORT INTERNATIONAL, Issy-les-Moulineaux, France

Apr. 2001 – Sept. 2001

TV Right Sales executive (Trainee)

- Sales of TV program extracts
- Footage delivery and Broadcast reports
- On-site TV Right clearance during FIA GT European Championship races

FRANCE 2, France Télévision, Paris, France

Oct. 1998 – Aug. 2000

News Assistant – National TV News Department

- Production Assistant (Sport, Culture, Foreign Affairs News departments)
- Edition Assistant (“Les 4 Vérités” and the Week-end News)

AB PRODUCTIONS, La plaine Saint-Denis, France

Jul. 1998

Intellectual Property Law Assistant – Law department (Trainee)

- Commentaries recording contracts drafting

- Research and litigation

EDUCATION

E.M. LYON, Ecole de Management de LYON, France
2000-2002 **Graduate school of Management**

- **Master of Sciences in Management**
- Negotiation & Marketing

UNIVERSITE PARIS II-PANTHEON-ASSAS, Paris, France
1995-2000 **University of Law**

- **Post-graduate Master in Intellectual Property Law – with honours**
- **Master of Contract and Business law – with honours**

EXTRA-ACTIVITIES

Head of « Radio Activ' », E.M. LYON campus radio student union
2001 – 2002

- Management & Programming
- drafting of the webradio's launch business plan

Vice-president of « Adip2 » (Association des étudiants de troisième cycle de Propriété Intellectuelle)
1999 - 2000 **Intellectual Property Law student union**

- Organization of Professional thematic breakfasts
- Organization of a debate regarding « Justice and Intellectual Property Law »

FOREIGN LANGUAGES & ADDITIONAL INFORMATION

French: Native Speaker
English : Fluent
Spanish : Conversational
Computers : Office Pack & Internet
Interests: Music and gastronomy