



Thibault CHAMBON

LATAM & Carribean Sales Manager

Airport Baggage Handling Systems Sales Manager

Trilingual engineer in an international and industrial environment

Strong technical and relationship skills

Technical background with double degree in Mechanical and Industrial Engineering

International Public & Private Tender Management from 5 M€ up to 50 M€

Customer oriented

Contact

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283 Jiron Centenario, Lima, Peru

Education

- **ESTIA | Biarritz**
Engineering Master Degree
Completed in feb 2018
- **UPV | Bilbao**
Double Degree: Industrial Engineering
Completed in dec 2017
- **Universidad Politecnica | Madrid**
Mobility
2016

Skill

- Management Skills
- Team work
- Legal & Contractual
- Costing
- Communication
- Customer Management
- Negotiation

Hobbies

Rugby
Trips
Motor Sports

Work Experience

- Jun 2023- Current
ALSTEF Group | Lima, PERU
LATAM & carribean Sales Manager
Team Coordination in multiple time zones: New Zealand, France, Mexico, Chile...
Legal contract terms negotiation
Key Customer Relationship Management
Costing build up and sign off
Long term Maintenance contract sales and negotiation: up to 10 years
International Trade shows
Long sales cycles tender management: up to 2 years
- May 2018 - Jun 2023
ALSTEF group | Orléans, FRANCE
Export Sales Engineer
Export sales engineer for Europe & Africa Regions. Business development in new & existing markets
Establishing and maintaining a quality relationship with customers and partners
International Tender Management
Local Subcontractors sourcing
Technical, Financial & Contractual negotiations with customers
Example of Successful tenders: Reykjavik, Pointe-a-Pitre, Bucharest, Cayenne, Lille, Addis Ababa, Mayotte, Sofia, Antalya...
- Jun 2017 - Feb 2018
RENAULT Group | Valladolid, SPAIN
Master Thesis
Life cycle design master thesis focused on engine 1.5 dci (K9K)
Engine parts design modifications
Engine digital model construction by assembly and upgrade of 3D models
Compliance with European standards and norms

Languages

French	Native
English	C1 - Spoken every day
Spanish	C1 - Spoken every day
Russian	Basic