

# WALID EL GROUH

Industrial Buyer and Digital Projects Manager at Airbus Looking for a job position abroad / VIE in International Trade / Sales & Contract / Project management (Starting Sept 2025 - negotiable)

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## EXPERIENCE

### Cabin and Digital Projects Purchasing Apprentice

#### Airbus

09/2023 - 08/2025 Blagnac, France

Contract Management, Project Management, Supplier Management and Strategic analysis missions within the Seats team of the Cabin Department to support the ramp-up of all programs.

Management of two buyers portfolios, negotiation, claiming and contract amendment

Managing KPIs and collaborating with all MFTs on behalf of the team

Launch and management of a digital project based on the waiving of Costs of Non Conformities between Procurement and Operation Departments (Project Awarded)

Participation in International Workshops and Executive meetings

### Business Development Intern

#### LD Export Gulf

09/2022 - 08/2023 Manama, Bahrain

Helping European clients by finding them best business partners to conquer the Gulf Region  
Market Research, Risk Analysis, Business cases, Negotiation, Project Management, Business Seminars, Recruitment, ...

### Supply Chain & Logistics Apprentice

#### Safran Nacelles

09/2021 - 09/2022 Toulouse, France

Making available to internal customers the products purchased by the company in the required quantity, on time and in compliance with quality rules and economic objectives

• Launch and management of a project on the Impact of blocked parts in Supply Chain (+200k€ secured / -32,3% of blocked spare parts, improvement of process)

### Sales Administration and Marketing Intern

#### Mimbus

01/2021 - 02/2021 Toulouse, France

Business operations: Order follow-up, invoicing, communication, market analysis

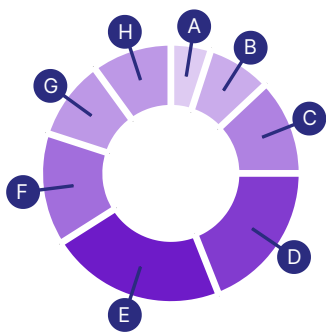
### Vacation Auxiliary

#### BNP Paribas Cardif

07/2019 - 06/2021 Nanterre, France

Varied missions during school vacations as a branch advisor in the bank and at the head office within the **Customer Relations, Account Analysis and Logistics departments**

## A DAY OF MY LIFE



- A Planning my day and email checking
- B Handling priorities and solving litigations
- C Team Meeting: review of topics and action taking / leading initiatives
- D MFT Interaction, following actions in cooperation with stakeholders
- E Driving Projects, review and negotiations of purchasing contracts
- F KPIs monitoring and relaunching of internal customers
- G Last consultation of my mails and task planning for the week
- H Rest with family, friends and hobbies

## STRENGTHS

Pack Office / Google Suite

SAP / Salesforce / Air Supply

Foxintel / GFK

Supplier/Customer Relation Management

Contract management

Negotiation

Performance Management

Progress Management

MRP2 Knowledge

CSR ethic

GCC Knowledge

Aircraft Market

## MOST PROUD OF



### Adaptation and Confidence

Quick adaptability which allowed me to quickly gain the confidence of my managers and colleagues



### Communication and Teamwork

Deep values of team spirit and interpersonal skills that allowed me to integrate quickly into any company



### Responsibilities and rapid rise in skills

A strong will and a full commitment to my missions allowing me to quickly obtain the responsibility of carrying out large-scale projects

## EDUCATION



### Master in Business Administration x MSc International Business

#### Toulouse Business School

2022 - 2025 Toulouse, France

- #37th Ranked BS in the world (Financial Times)
- #25th Ranked MSc in the world (QS)
- Triple-Accreditation EQUIS, AMBA, AACSB



### Bachelor's Degree in International Management

#### Toulouse School of Management - University of Toulouse

2021 - 2022 Toulouse, France



### Higher National Diploma in International Trade and Marketing

#### Lycée Raymond Naves

2019 - 2021 Toulouse, France

## LANGUAGES

### French

Native



### English

Advanced: TOEIC 855 / CEFR Level B2



### Spanish

Advanced: CEFR Level B2



### Arabic

Advanced: CEFR Level C1



### Portuguese

Notions



## VOLUNTEERING

### Business Developer

#### TBS Education's federation of associations

Prospecting, contract management, ...

### HR Partner

#### TBS Education's student working association

Recruitment process and interviews, follow-up of partner companies, ...

## AWARDS & CERTIFICATIONS



### AIRBUS Procurement Oscar 2024

Best project in the category "Procurement of the future"



### Advanced training in Excel / Word

OpenClassrooms - 2022