



ROMANE D'AGOSTINI

PhD in Management sciences

Thesis subject: The internationalization of businesses in the Anthropocene: three essays on the multiple challenges of sustainable entrepreneurship at the international level.

french/ swiss

22 yo

Aix les bains

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ACTIVITES DE RECHERCHE

CREMIS Research Label, IREG laboratory (2023/24) and participation in the spring 2023 seminar

2024 - Master's thesis - "International Entrepreneurship and Business Model Decarbonization."

2023 - Research thesis - "Youth Engagement in Environmental Actions."

2023 - Research note - "The Influence of Institutions on International New Ventures (INVs) during their International Expansion." **2021 -**

Managerial thesis - COOPAKOO - Qualitative Analyses for a National Expansion Study

2020 - Managerial thesis - SUBWAY - Quantitative and Qualitative Analyses to Study Brand Awareness and Customer Satisfaction

SKILLS

ORAL FLUENCY

ADAPTABILITY

AUTONOMY

ANALYTICAL THINKING

Office Suite (Drive, Docs, etc.)

Proficient in social media / Canva

SPHINX (data collection and analysis)



Fluent



B2



B1

(TOEIC 895)

Entrepreneurial Label (2020)

Group creation of a business model, from inception to securing funding

ASSOCIATION

Présidente BDE MI 2023

Trésorière BDE TC 2021

HOBBIES

Scientific documentaries / Debates

Hiking, skiing, golf, boxing

Music / Writing / Art

Travel: Europe, Southeast Asia

EXPERIENCES

MARKETING ASSISTANT - PUBLIC RELATIONS - CCI FRANCE MALAYSIA

January 2024 - July 2024 (Internship) - 6 months in Kuala Lumpur

Marketing support - Project management - Database creation - Sales support - Promotion of international trade shows - Chamber event management - Prospecting and support for Malaysian companies - International travel.

TRANSPORT MANAGER - PFEIFFER VACUUM

April 2023 - August 2023 (Internship) - 5 months in Annecy

Management of European and large export shipments / Drafting of documentary credit, Customer follow-up, Transport damage claims / Development project management.

PROPERTY MANAGER - SYNDIC HABITAT

December 2022 - Ongoing - Aix-les-Bains

Development of a family-run real estate and property management business.

SALES ADVISOR - ELYSS 74

June 2021 - August 2023 (Seasonal contract / Fixed-term contract) - 2 years - Annecy Old Town

Store management / Sales / Recruitment / Training / Oral fluency / Customer relations.

BUSINESS AFFAIRS ASSISTANT - C2B SEVRIER

April 2021 - May 2021 (Internship) - 2 months in Sevrier

Communication management / Tender drafting / Client relations / Recommendations.

SALES REPRESENTATIVE (Phoning) - LE DAUPHINÉ LIBÉRÉ

December 2019 - May 2020 (Internship) - Annecy

ACCOUNTING TUTORING - IUT ANNECY LE VIEUX

November 2019 - December 2019 (2 months) - Annecy

EDUCATION

- PhD in Management Sciences** - IREG Laboratory - Doctoral School CST - Université Savoie Mont Blanc (2024-2027)
- Master's Degree (Year 2) in Export Zone Management** - IAE Savoie Mont Blanc, Université Savoie Mont Blanc (2023-2024), Distinction
- Master's Degree (Year 1) in Export Zone Management** - IAE Savoie Mont Blanc, Université Savoie Mont Blanc (2022-2023) Satisfactory
Courses: Multicultural Management - International Marketing - Corporate Strategy
- Bachelor's Degree in Economics and Management + University Diploma in International Industrial Business Management (Double Degree)** Université Savoie Mont Blanc & University of Stavanger (Norway) - ERASMUS, Satisfactory
Courses: Risk Management - Industrial Optimization - Digital Marketing - Business English
- University Diploma in Business and Marketing Techniques (DUT)** - University Institute of Technology, Université Savoie Mont Blanc, Annecy (2019-2021). Courses: Negotiation - Finance - Entrepreneurship - Communication - Statistics - Management
- Baccalauréat in Science and Technology for Management and Administration (STMG)** - Lycée Gabriel Faure, Annecy (2018-2019)
Specialization: Accounting, High Distinction