TOM DELANNOY

Business Development | Account Management | Procurement and Operations

Sunshine Coast, QLD, Australia | Open to: United States, Canada, Europe, Switzerland, Australia, Dubai and the Middle East

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SUMMARY

Business development and operations professional with 5 years of experience in France and Australia. Double degree: French Master's in International Business (RNCP Level 7, awarded) and Australian MBA (December 2026). Renewed about 350 four-year leasing contracts worth EUR 800,000 in annual rentals across a 1,000-vehicle fleet at SNCF Réseau, and repeatedly exceeded a 10-vehicle monthly sales target at Peugeot. Native French speaker, full professional English. Eligible for the V.I.E programme.

PROFESSIONAL EXPERIENCE

Founder and Independent Contractor (Registered Sole Trader) **Oct 2025 - Present**

Self-employed | Sunshine Coast, QLD, Australia

- Launched an e-commerce business from zero to first sales by building the website, running Google Ads campaigns, tracking conversion in Google Analytics (GA4) and managing the back end alone
- Cut time on recurring tasks by automating content, client follow-up and reporting with AI agents

Automotive Sales Consultant (Apprenticeship) **Sep 2023 - Sep 2025**

Peugeot | Baillargues, France

- Exceeded the monthly target of 10 vehicles on a recurring basis by owning the full sales cycle: prospecting, needs discovery, negotiation and closing
- Increased revenue and margin per deal by selling financing, credit solutions and add-on products with each vehicle
- Managed the sales pipeline and dealership stock in PlanetVO 1 and 2 and the Peugeot new-vehicle CRM
- Protected delivery lead times by coordinating stock, parking, workshop and body shop scheduling

Assistant Fleet Manager (Apprenticeship) **Sep 2021 - Aug 2023**

SNCF Réseau (French national rail network) | Montpellier, France

- Renewed about 350 four-year leasing contracts, worth EUR 800,000 in annual rentals and EUR 3 million in contract value, by specifying vehicles to user needs and negotiating supplier terms
- Kept a regional fleet of about 1,000 vehicles available by running procurement (purchase orders and supplier invoices in SAP ERP), insurance, maintenance and fit-out projects
- Gave management monthly visibility on fleet costs by tracking spend and KPIs in GAC Car Fleet and Excel
- Resolved incidents, claims and disputes as single point of contact for departments, suppliers and users

Banking and Insurance Intern **2021**

Caisse d'Épargne | Montpellier, France

- Advised clients, prepared financing applications and resolved client issues

EDUCATION

Master of Business Administration (MBA) **2025 - Dec 2026**

University of the Sunshine Coast | Queensland, Australia | Taught entirely in English

Master's in International Business, RNCP Level 7 (French national qualification) **2024 - 2026**

Collège de Paris, France | Double degree with the UniSC MBA | Incoterms 2020, international procurement, supply chain

SKILLS

Sales: Business development, B2B and B2C sales, prospecting, negotiation, account and pipeline management, financing
Procurement and Operations: Supplier negotiation, contract renewal, vendor management, fleet and asset management
Digital: E-commerce, Google Ads, Google Analytics (GA4), SEO, SEA, social media management, AI agents, no-code
Tools: SAP ERP, CRM, GAC Car Fleet, PlanetVO 1 and 2, Microsoft Excel (advanced)
Languages: French (native), English (full professional proficiency), Spanish (elementary)
Work Authorization: French citizen (EU), eligible for the V.I.E programme and US J-1 Intern status until late 2027