



Contact

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Languages

French Native
English C1 · TOEIC certified
Portuguese Fluent

Expertise

- Cybersecurity
- Servers & infrastructure
- Managed services
- Equipment leasing
- Solution selling
- Negotiation
- Pipeline management
- Account management

Education

Bachelor of Commerce (BCom)
Sales management, Luxury specialisation
ISCAE Education, Nice, France
2019 – 2020

● Open to opportunities in São Paulo

Paul Brossard

IT Account Executive & Sales Engineer · Cybersecurity

B2B sales executive with 7 years in IT hardware, cybersecurity, services and managed maintenance contracts. Full-cycle hunter: prospecting, solution design, financing, negotiation and recurring revenue. Trilingual French, English, Portuguese.

7 yrs

B2B IT sales

x2

revenue in 5 years

50%

gross margin kept

3

languages: FR · EN · PT

Annual revenue grown



Experience

- Account Executive & Sales Engineer · Access to IT & ITSB** Aug 2020 – present
IT services group · France & Monaco
 - **Hand-picked by the group to develop Access to IT after its acquisition.**
 - Grew its annual revenue from €300–400K to €800K while sustaining a 50% gross margin.
 - Built a recurring base of managed maintenance contracts: hotline, remote support, on-site visits.
 - Sell PCs, servers, cybersecurity solutions and IT services to SMBs and organisations, including healthcare facilities.
 - Structure equipment financing with leasing partners to close larger deals.
 - Review and coach junior colleagues on quotes and client presentations.
- Sales Apprentice (work-study) · ITSB, Monaco** 2019 – Aug 2020
 - Work-study alongside the Bachelor of Commerce: first sales of IT hardware and services, then hired full-time.
- VIP Lounge Host · MTA Consulting** Jun – Aug 2019
Nice Côte d'Azur Airport · Terminals 1 & 2
 - Welcomed and assisted premium passengers in the private VIP lounges.