

ABOUT ME

Trilingual, dynamic and rigorous, I am diplomat with a strong analytic mind and a great adaptation skill. Also meticulous and organized with a high sense of responsibilities, I am willing to put my intercultural knowledge at your service.

PROFESSIONAL EXPERIENCES

March 2021-Now The MeatStick – Taiwan – Head of Sales

B2B and Business Development

- Improve the visibility of The MeatStick in USA and Worldwide
- Increase the sales by finding new dealers and distributors
- Created a new documentation for the products
- Source for sales leads to grow the dealers' database in USA

March 2020-July 2020 (due to the COVID19) Totem Concierge

– Taiwan – Europe Event Sales Manager

- Focusing on major events (Concerts, Sports, Exhibition)
- Follow-up of purchases and sales
- Answer the need of the VIP clients

July 2019-March 2020 The French Bureau of Taipei (French

Embassy in Taiwan) – Taiwan – French Administration

- Knowledge of every steps of the administration process
- Find the best solutions to dealing with unexpected problems
- Interact in English and Chinese considering the situation and the people involved
- Handling The Customer Service

July 2017-April 2019 EasyCash Angoulins – France

– Principal Buyer B2B2C

- Generate Buys and Sales housewares, camera, computers
- Value, negotiate and settle the best price with customers
- Be vigilant on the origins non-fraudulent of the products
- Ensure the steps of preparation of the purchased products

March 2016-June 2017 French Consulate in Wuhan - China –

Consular Agent at the Visa Department

- Negotiation with the local authorities to organize official diplomatic events
- Create commercial offers to promote relationship between France and China, sourcing and prospection of travel agencies, management of the budget from 10 agencies in 3 provinces
- Analysis and process of visa

Sept. 2014-Nov. 2015 MHK Outfit Ltd – Wuhan - China

– Junior Buyer in Textile Area B2B

- Expert in Military equipment and clothing
- Analysis of Competitive Public Tenders and specifications
- Sourcing and choosing of the corresponding suppliers
- Negotiation, follow-up and management of the sales
- Establishment of sales strategies

STUDIES

1

2012-2014 : Master degree on Foreign Languages and International Economy – University of La Rochelle and Wuhan University (China)

2

2008-2011 : Bachelor degree on Foreign Languages and Management – University of La Rochelle (France), Wuhan University and Xi'an Jiaotong University (China)

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KEY SKILLS

International Sales



Negotiation



Prospection



Promoting



Customer Relations



PERSONAL SKILLS

Leadership

Innovative

Efficiency

Reliability

Adaptability

INTERESTS & HOBBIES

Sports : Handball, Swimming, Rugby, Tennis, UFC

Organisms : Lifeguard - SNSM (BNSSA, PSE 1 & 2)

Books : Self-Development, Mystery Novel, Sci-Fi Novel

LANGUAGES

French

Mother Tongue

English

C2 - Fluent

Chinese

HSK 5 – 5 year-experience working language (email, phone, meetings...)