

Julie Russo



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Place & Date of birth: 29/03/1984 at Clermont- Ferrand (France)

Key skills

Business

Canvass, cold-call, negotiation, customers service & relations, supplier relations, after-sales service.
Knowledge and interests for the outdoor market.

Computer

Microsoft & Mac tools, File Maker, Ginkoia (software for sport shops), Internet & NTIC.

Languages

French native
English fluent
Italian basic
Spanish scholastic

Sports

Encadrement sportif : Titulaire du BF3 VTT (entraîneur) et du BEES 1^{er} degré Ski Alpin/Snowboard.

Others

French B driver license.
Graduated sports: French federal coach in Mountain Bike (BF3 VTT), Ski & Snowboard instructor (BEES 1^{er} degré Ski Alpin/Snowboard).

Work Experience

Jobs in sport

Ski & snowboard instructor at the French Ski School (ESF) in Chamonix (France) since winter 2009.

Member of the Club Med staff for the winter 2013.

Coordinator of the Mont-Blanc Ski Discovery product for the winter 2011: customers relations (sales, sales tracking & service quality), accounting, management of instructors, coordination with a mountain guides team.

Ski Instructor at the UCPA of Argentiere (Chamonix Valley, France). Winter 2008

Ski instructor at the ESF of Super-Besse from 2003 to 2006 and at the **ESF of Val Thorens** in 2007 for vacancies.

Jobs in sales & management

Sales assistant at the Maloja Shop in Chamonix. July-August 2013

Sales assistant for the tour operator Allibert in Chamonix. May-June 2012, August to December 2011, September to November 2009

Employee to prepare the launch of a new shop in Chamonix, **Nepa Outdoor**. July 2011

Sales assistant in E-Business for the website www.Eyeshop.com owner: SARL **Chaussin Webstore** at Chamonix. June to October 2010

Social agent for a national & local organisation in Chamonix Valley: SIVOM Haute Vallée de l'Arve. July – August 2009

Sales assistant at the SAS **Coquoz Sports** in Chamonix (France), at Intersport and at the **Millet Expert Shop**. June 2008 to April 2009

Sales assistant into the mountain section at the Decathlon shop in Clermont-Ferrand. August-September 2007

Internships

Internship like sales associate at the French Ski School (ESF) of Val Thorens (Savoie, France). October 2006 to April 2007

Internship in communication at the SAEML PAVIN-SANCY, compagny which manage the ski area in Super-Besse (Auvergne, France). November 2006 to February 2007

Education

Professional Licence (three-year, after getting an equivalence class) in Business Management option «Sales & Marketing Management».

In 2006/2007, Alternating at the Professionnal Institute University (IUP) in Management (Clermont- Ferrand, France) and at the French Ski School (ESF) of Val Thorens (Savoie, France).

Licence in Sport Management

In 2005/2006 at the University of Sport (Clermont-Ferrand, France).

DEUG STAPS (two-year)

In 2004/2005 at the University of Sport (Clermont-Ferrand, France).

DEUG 1 (one-year university degree) Sciences in Matter

In 2003 at the University of Sport (Clermont-Ferrand, France).

Maths & Sciences Baccalaureate: french secondary school diploma

In 2002 in Issoire (France)

Interests

Internet : creation of a personal website : <http://mountainskiguide.com>

Technology: NTIC, modes & technologies in sport.

Travels: Italy, Switzerland, Spain, Viêt-Nam, Marocco, Canada, Sicilia.

Sports: MTB & road cycling, alpine skiing, snowboarding, Xcountry skiing, ski touring, climbing.