



# FRÉDÉRIC GHORIS

## Sales engineer

- sales
- engineer
- technical
- France
- north



55 years old  
- Driving License  
- Lille (59800) France

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After higher and adaptable technical education, I mainly directed myself towards technical sales representative positions. I was office based, travelling or both in B to B...

### EXPERIENCES

#### Account manager

Sulzer (59) - October 2024 to October 2025

Maintenance services for pumps, agitators, aerators and compressors in the wastewater and drainage sector

#### Quoter

Airflux (59) - May 2023 to November 2023

Compressed air expertise and services for industries

#### Inside sales representative

Varied - June 2016 to January 2023

- 2021- 2023 : Rubix (59)  
Handing out of B to B industrial supplies
- 2017-2020 : Dimelco (59)  
Import, handing out, rental, after-sales and calibration of industrial use measuring tools
- 2016 : Haskel (59)  
High pressure equipment manufacturer

#### Sales engineer

Tyco F.I.S. (78) - March 2000 to August 2013 - France

- For sprinkler fire protection business in Northern France
- Customers loyalty, canvassing, consulting and negotiating
- Studies and assessments (one-shot quotations and periodic working contracts)
- Contacts with suppliers and subcontractors
- Results needing managerial autonomy, technical and administrative professionalism, commercial versatility, service minded, team spirited...
- Responsible for a respected target for service orders (approximately €650,000 + contracts)

#### International technical sales representative

LED (54) - November 1997 to July 1999 - France

- Teamed up with a multi trading licences sales representative to sell components and all kinds of services on polyurethane foam machines to industries :
- Doubled the referred customers number
- Sales increased by €1,500,000 (+20%)
- Prospection and development of a clientele based in cross-border countries, mainly Belgium and the U.K. (export and clients visits in England)
- Structuring the agency (database, internet website...)

### SKILLS

#### Miscellaneous

- Sales and purchases (B to B)
- Industrial supplies / Service provision
- New products / Maintenance / After-sales
- Sprinkler fire protection / Piping
- Pumps / Boosters / Compressors
- Instrumentation / Metrology
- Pack office / CRM / ERP / IA...

#### Langues

English



### INTERESTS

#### Varied

Investment club and hiking association member

## Technical buyer

Leroux (59) - October 1995 to November 1997 - France

For the maintenance of the company (food industry)

## Sedentary sales technician

Hibon (59) - April 1994 to September 1995 - France

In the after-sales department of this industrial gas volumetric pumps manufacturer

## Other missions

Varied - 1993 - France

- 2021 : inside sales representative for Corri Servais (industrial valve manufacturer)
- 2015 : sales engineer for Agicom (industrial marking)
- 1999 : technical manager assistant for Kiloutou (equipment rental)
- 1994: maintenance technician at Peaudouce
- 1993: electric Fitter - wiring specialist at Cegelec
- 1992-1993: military service as a tank driver + commando training
- 1990-1991: certificate of specialization, 2 internships et 1 student job in hygiene/cleanliness/industrial cleaning business

## EDUCATION

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### English

UNIVERSITÉ LILLE 1 SCIENCES ET TECHNOLOGIES - FORMATION CONTINUE

July 2014 to June 2016

Intensive course in general english (level B1.2) + Business Programme Intermediate + TOEIC preparation

### Licence Electricité Electronique Automatisme

UNIVERSITÉ LILLE 1 SCIENCES ET TECHNOLOGIES

September 1991 to June 1992

Equivalent of a bachelor's degree BS with a major in Electricity, Electronics and Automatism (level)

### BAC + BTS

LYCÉE FREDERIC OZANAM (LILLE)

September 1986 to June 1991

"Baccalauréat électrotechnique" (equivalent of BTEC / High School Diploma in Electrotechnics) - Passed with distinction

"BTS maintenance industrielle" (equivalent of HND / Associate's degree in industrial maintenance) - Passed with distinction