



# Jonathan Chassaigne

## Sales Manager

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### Profil

- 📅 Date of birth 10/09/1985
- 🇫🇷 French
- 🚗 Driving licence (A)

*A proactive Sales Manager with entrepreneurial spirit and managerial experience.*

### Languages

French	<div><div></div></div> Native
English	<div><div></div></div> Fluent
Chinese	<div><div></div></div> Basic

### Assets

- Team Leadership
- Account Management
- International Trade
- Marketing & Sales
- Budgeting

### Interests

Movies	
Music	Guitar player for 20 years
Sports	Tennis / Golf

### Travel

traveled to nearly 30 countries for work and leisure

### Work experience

#### Owner and Manager [The Effect Factory](#) Paris, France

From January 2013 to November 2021

- Founding of The Effect Factory, an e-business specialized in importing, distributing and selling boutique effect pedals.
- Steady growth over 6 years with a turnover of 450k€ in 2019.
- Opening of a showroom in Paris in 2016, hiring and managing a sales team.
- Creating marketing campaigns with Instagram, Facebook and Google Adwords to boost sales and visibility.
- Attending NAMM trade show in Los Angeles every year, prospecting and negotiating new supplier agreements.

#### Sales Engineer [Wohler Technologies](#) San Francisco, USA

From 2010 to 2012

- Field broadcast sales engineer in charge of expanding the brand presence and sales in the EMEA region.
- Supporting local Wohler distributors, helping them to create new sales opportunities.
- Traveling through Europe and meeting with TV station and production truck operating teams, presenting the brand products, relaying quotes and feedback to the distributors and the Wohler HQ.
- Attending the main broadcast trade shows (NAB and IBC) with the Wohler team.

#### Sales Assistant [Sennheiser France](#) Paris, France

From 2009 to 2010

- Assisting pro audio field sales team from the Sennheiser France HQ.
- In direct contact with all stores, handling quotes, orders and returns.

### Education

#### Diploma in sound engineering with a specialty in music [ISTS Sound Engineering School](#) Paris, France

From 2004 to 2009

- Courses in sound engineering, recording, mixing, mastering, acoustics, electronics and music history.
- Experience in recording and mixing music and short films soundtracks using professional equipment.

#### French Scientific Baccalauréat [French School of Sydney](#) Sydney, Australia

2004