Ariane Monin

Cyber Security Consultant

I am passionate about helping companies improve their business processes and maximize their efficiency by providing them with the tools to connect with their customers and employees, at any time, from anywhere in a secure way. After many years of experience as a sales manager in the IT sector, I decided to train as a Cybersecurity consultant (SecOps oriented) in order to acquire the necessary technical knowledge related to the field of cybersecurity and to be able to occupy a hybrid function combining project management at the commercial level but also at the technical level. Very curious by nature, I like to develop new skills and I am not afraid to leave my comfort zone in order to take on new challenges.

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WORK EXPERIENCE

Sales Manager mobile IT
Mobco Sarl - Luxembourg

08/2020 - 03/2022

Achievements/Tasks

- Able to lead all aspects of the sales cycle with the ability to uncover, continuously qualify, develop, and expand existing as well as build new, white-space accounts
- IT Project management
- Communicate value propositions to clients and stakeholders (including c-level) that speak intimately to their needs and requirements
- Sales and project management of CBU and EBU accounts (+1000 employees)
- Account selling strategy
- Achievement of KPI
- Stay updated on industries news and trends

Business Development Representative
Salesforce - Ireland

10/2019 - 06/2020

Achievements/Tasks

- Strategic sales alignment
- Business Development for CBU accounts (+1000 employees)
- Accurate forecasting
- Create and maintain a sales pipeline to ensure over-achievement.
- Social selling

Sales executive
Treatwell

09/2016 - 10/2019

EDUCATION

Cyber Security Consultant
Technobel

04/2022 - Present   *Belgium*

Post-graduat Business Communication
Hogeschool Universiteit Brussels

09/2012 - 06/2013   *Belgium*

Bachelor in Public Relations
HEL

09/2009 - 06/2012   *Belgium*

Courses

- Training from january until june 2012 : UNICEF Belgium

SKILLS

Salesforce • Wireshark • Management and Business Development • Cyber risks • Project management • Safety standards • Planning • Research • conflict resolution • Budget management • leadership • Docusign • Open Source • C-level engagement • Time management • Performance management • Active listening • Customer relationship management • Resilience • Analysis • Collaboration • Problem solving • Sales closing • Critical thinking

PERSONAL PROJECTS

Project Name

ACHIEVEMENTS

CCNA - Module 1 (08/2022)

Scrum Master (en cours)

ISO 27000 (en cours)

LANGUAGES

English
B2 - Full Professional Proficiency

French
C2 - Native or Bilingual Proficiency

Dutch
B2 - Full Professional Proficiency

German
A2 - Limited Working Proficiency

Spanish
A2 - Limited Working Proficiency

INTERESTS

Yoga • IT • Pilates • Books • Theatre • Piano • Nature • Ceramic • Interest