



ARTHUR LOUSTAU

Business Manager



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France

LANGUAGES

- French – Native
- English – B2

SKILLS

- Business Development
- B2B Prospecting
- Sales Negotiation
- Recruitment & Sourcing
- Consultant Management
- Client Relationship Management
- Needs Analysis & Qualification
- Margin & Daily Rate Management

TOOLS

- Python – MATLAB
- LinkedIn
- CRM
- Excel
- HelloWork
- Microsoft Office Suite

INTERESTS

Rugby



Reading



EXPERIENCE

2026-2027 **Export Project**

MEIA INSA Toulouse, France | 12 month



Development of a company's international business activities through market research and the implementation of a targeted export expansion strategy.

2026-2027 **Business Manager Apprenticeship**

SGS, Cestas | 13 month



Development of a client portfolio through prospecting in the fields of testing, inspection, and certification. Analysis of client needs and delivery of tailored solutions.

2026

Business Manager Intern

CTS, Pau | 6 month



Development and retention of a client portfolio through business prospecting, consultant management and follow-up, as well as sourcing and recruitment of new talent through various job boards.

2024

Algorithm Development Intern

University of 'Edmonton, Canada | 4 month



Development of an AI-based solution to enhance the resolution of underwater images.

2023

Helicopter Maintenance Intern

Hélibéarn, Sauvagnon, Pau | 1 month



Maintenance of H125 helicopters at Hélibéarn, including preventive maintenance and repairs to ensure aircraft safety and performance.

EDUCATION

2026-2027 **Specialized Master's Degree in Industrial Business Engineering**



MSIAI INSA Toulouse | 12 month

International business development, B2B prospecting, finance, management control, negotiation, and complex sales.

2022-2026 **DGeneral Engineering Degree**

SeaTech Toulon | 4 years



Data, Information and Systems Engineering (IRIS)