



HUGO ROSFELDER

INTERNATIONAL INDUSTRIAL SALES
ENGINEER

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📍 Mobile

🌐 [Hugo Rosfelder](#)

PROFILE

As an engineer with two years of experience in the automotive industry, including international experience, I draw on my technical, analytical, and interpersonal skills to support technical and sales projects.

EDUCATION

SPECIALIZED MASTER'S IN INTERNATIONAL INDUSTRIAL SALES ENGINEERING (MSIAI)



MSIAI INSA Toulouse | Toulouse | Sept.2026 – Sept.2027 | **1 year**

Sales engineer training: Prospecting and business development, negotiation, sales, international context

ENGINEERING DEGREE IN AUTOMATION AND ELECTRONICS



INSA Toulouse | Toulouse | Sept.2023 – Sept.2026 | **3 years**

Automotive / Electronics, with a specialization in Embedded Systems

CPGE PTSI - PT



ICAM | Toulouse | Sept.2021 – Sept.2023 | **2 years**

Preparatory classes in physics, technology and engineering sciences

SKILLS

COMMERCIAL

Prospecting / Market Research
Responding to request for proposal (RFP)
Negotiation
Sales

TECHNICAL

Programming : Python, C/C++, Java, SQL
Embedded : VHDL, ARM, embedded systems
Modelling : MATLAB, Simulink, SDA
Tools : Microsoft Office

LANGUAGES

French : Native
English : Business Proficiency - TOEIC 915
Spanish: Conversational

INTERESTS

Running, in competition
Golf, index 17.5
Tennis

PROFESSIONAL EXPERIENCE

EXPORT ASSIGNMENT – MSIAI



MEIA | Toulouse | Sept.2026 – Sept.2027 | **1 year**

Conducting market research and competitive analysis to support the implementation of international business development strategies

APPRENTICE PRE-SALES ENGINEER / SALES ENGINEER



ATOS | Toulouse | Sept.2026 – Sept.2027 | **1 year**

- Assessing customer needs and coordinating sales and technical teams
- Contributing to RFP responses, proposal development, and solution demonstrations
- Conducting competitive market analyses and preparing pre-sales assets

APPRENTICE EMBEDDED SYSTEMS ENGINEER



SCHAEFFLER | Toulouse | Sept.2024 – Sept.2026 | **2 years**

- Understanding and translating client requirements
- Developing embedded software functions across multiple projects:
 - drafting functional specifications using SDA (MATLAB)
 - code and tool migration
- Communication with various stakeholders (engineers, project managers, subcontractors, clients)

INTERNATIONAL ASSIGNMENT - ROMANIA

SCHAEFFLER | Timisoara | May.2025 – July.2025 | **9 weeks**



- Code migration and internal tools migration project within a multidisciplinary team
- Participated in project review and progress meetings
- Scoping and documenting client requirements, defining the solution

LOGISTICS PROJECT INTERN



SIEMENS Mobility | Toulouse | July.2023 – Aug.2023 | **6 weeks**

- Creating flowcharts:
 - for the flow of new parts
 - for the flow of parts undergoing repair or maintenance
- Gathering information from the various teams involved in managing the flow of parts

VOLUNTEER

Ordre de Malte | Toulouse | Nov.2022 – May.2023 | **7 months**



Volunteered two hours per week:

- Participated in outreach rounds
- Distributed clothing and food kits