

Adam ADARDOR

B2B Business Development Engineer — Aerospace

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PROFILE

Graduated from ENSEEIHT with a degree in Electrical and Electronic Engineering, with three years of work-study experience in the aerospace industry. I am currently studying for an Advanced Master's in International Industrial Business Engineering at INSA Toulouse, combined with work-study at Safran. Combining technical and business skills, I enjoy understanding clients' needs and turning them into solutions. My objective: to apply my engineering knowledge to business development and transform opportunities into success.

EDUCATION

Advanced Master's — International Industrial Business Engineering 2026 - 2027

INSA Toulouse, Toulouse

Business development, sales engineering, negotiation, tender response and international industrial project management

European Summer School — Communication, Negotiation & Conflict Management Aug 2026

Prague, Czech Republic

Harvard-method negotiation, conflict management and intercultural management — B2B and geopolitical case studies

Engineering Degree — Electrical & Electronic Engineering 2023 - 2026

ENSEEIHT, Toulouse

Specialised in power electronics and mechatronics — member of Fight7club

PROFESSIONAL EXPERIENCE

MRO Marketing & Business Development — Work-study Sept 2026 - Oct 2027

Safran, Plaisir, Greater Paris

- Drive commercial strategy for aftermarket product lines as marketing and sales lead
- Build product business cases from international market and competitor analysis
- Back sales teams with technical-commercial expertise, forecasts and budgeting alongside Business Units
- Train sales teams and monitor commercial performance

Export Business Development — Consulting mission 2026 - 2027

MEIA, Toulouse

Led a two-person export mission for a French industrial company — market analysis, distributor and client prospecting, and on-site business development in the target market

R&D Engineer — Work-study Sept 2023 - Sept 2026

All Precision Systems, Toulouse

- Arbitrated system architectures across cost, performance and reliability to support design decisions
- Translated technical requirements into solutions meeting quality standards and industrial deadlines
- Coordinated R&D, production and quality teams to hold performance and schedule
- Automated aerospace qualification validations, increasing reliability by 20%

ACADEMIC PROJECT

Industry Project in partnership with Safran Oct 2025 - Feb 2026

ENSEEIHT, Toulouse

Customer needs analysis, requirements specification and comparative architecture assessment, delivered as recommendations to the industrial partner

SKILLS

Languages: French — native · Arabic — native · English — C1, Cambridge Linguaskill 181/200 · Portuguese — intermediate · Spanish — basic

Business Development: Customer Needs Analysis, Client Relationship Management, Technical–Commercial Interface, Negotiation

Project Management: Technical Project Leadership, Cross-functional Coordination, KPI Tracking & Reporting

Tools: Excel, PowerPoint, Word, Python for data analysis, Power BI

SOFT SKILLS & INTERESTS

Soft skills: Initiative & autonomy · Curiosity · Adaptability

Interests: Boxing & running · Traveling — Japan, Southeast Asia, USA, Middle East, Europe