



Charlotte GAREL

Mechanical Engineer - Business Engineer

Mechanical Engineer with a technical and commercial background, experienced in handling complex bids and managing projects. Proactive and adaptable, I leverage this cross-functional expertise to drive business development.

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Flexible
Driving Licence
[Charlotte Garel](#)

Skills

TECHNICAL / PROJECT MANAGEMENT

Bid Management
Risk & Opportunity Management
GANTT Scheduling
CAD : Catia V5, 3dexperience
FEM : Abaqus, nTop
Programming : Python, LabView,
VBA

COMMERCIAL

Business Development
Complex B2B Sales
Lead Generation
Commercial Negotiation
Client Relations
Proactivity - Active listening

Languages

- French - Native
- English - Intermediate
B2 Level - TOEIC 875/990

Interests

- 6-month expedition in New Zealand - including 2 months of farm work, 1,000 km "Pouce d'Or" hitchhiking challenge
- Scuba Diving - Level 1, Trail Running - Provence Verte Half-Marathon, Wingfoiling, Tennis, Pilates
- Reading

Professional experience

Since Sept. 2026



Business Engineer - Export Mission

MEIA INSA Toulouse, France | 12 months

Drive international market expansion for client companies by conducting market research and deploying targeted export growth strategies

Sept. 2026 - Sept. 2027



Operations Management Apprentice

Naval Group Ollioules, France | 12 months

Lead technical monitoring and operational execution, ensuring strict control of budgets, schedules, risks/opportunities, and contract amendments in alignment with project management plans and industrial strategies

March 2026 - Aug. 2026



Industrial Bid Management Intern

Naval Group Ollioules, France | 6 months

Autonomously prepared and managed 5 technical and commercial proposals, from client requirement scoping to executive board presentations, coordinating multidisciplinary engineering teams to consolidate cost structures and secure contract signing

Oct. 2024 - Feb. 2025



R&D Engineer Intern

Setec TPI & Offshore Wind Paris, France | 4 months

Performed finite element analysis and hydrodynamic studies for a floating offshore wind turbine platform; mastered in-house calculation tools independently and drafted the reference design assumptions document

April 2024 - Aug. 2024



Software Development Engineer Intern

Denmark Technical University Copenhagen, Denmark | 4 months

Directed the development of LabVIEW and Python data acquisition tools and mentored 12 students over 4 months, achieving a 95% reduction in measurement cycle times while delivering 8 key milestones on schedule

June 2023 - July 2023



Boat Sales Intern

Brest Ocean Boat, Brest France | 1 month

Supported pre-owned boat sales - €150k turnover - via CRM lead generation and built a Python analytics tool to optimize sales forecasting and inventory tracking

Education

Sept. 2026 - Sept. 2027



Specialized Master in Industrial Business Engineering

MSIAI INSA Toulouse | 12 months

International business strategy, lead generation, corporate finance, management control, complex B2B negotiations
Ranked #1 in France for Best Masters in Technology Management - Eduniversal

2022 - 2026



Master's Degree in Mechanical Engineering

Seatech Toulon | 4 years including a 1-year gap year

Specialization in Mechanical Innovation for Sustainable Systems
Competitive Academic Project: Winning team out of 5 competing teams in an innovative robotics tender with CNIM Systèmes Industriels — Head of Commercial & Financial Strategy

2020 - 2022



Intensive Scientific Preparatory Classes

Lycée Vauban - Kérichen Brest, France | 2 years

Highly selective 2-year undergraduate program focusing on physics, technology, and engineering sciences