Mathieu Dunand



B2B Business Developer · Sales Development (SDR / BDR) Life sciences & high tech

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French citizen (EU, free movement) · Paris (FR), relocating to Switzerland on hiring or cross-border commuter (G permit) · 100% workload · Available immediately · Driving licence (cat. B)

Profile

B2B business developer with a dual background: a BSc in cell biology (neuroscience track) and a Master's in high-tech business engineering, first in my class. In two years of enterprise sales: cold-opened Atol les Opticiens and took it to a firm 6-phase commitment (€172,000 projected value), and created 50+ opportunities. I am looking for an SDR, BDR or account executive role in biotech or high tech, in Geneva or Lausanne.

Key results

€172k
projected value, 6 phases, cold-opened account

50+
opportunities created with enterprise accounts

1st
in class, Master's at Euridis

Top 6%
Les Négociales 2026: 388th of 7,300+

Professional experience

Entrepreneur and business development consultant — Self-employed
01.2026 – present

own ventures (SaaS, EdTech, connected objects) and assignments · Paris

- **Ni vu ni gluten** (app listing venues with gluten-free options, 08.2026 – present), founder: Play Store launch in 11.2026, B2B2C model: €3 a month for consumers, €30–40 a month for venues that want more visibility.
- **Hopavis** (NFC cards linking to Google reviews, 08.2026 – present), co-founder: offer, pricing, international supplier sourcing, CRM.
- **Savora** (AI-powered learning app, 02.2026 – present), founder: web and mobile product in development, launch upcoming.
- **Studio Abysse** (dubbing and post-production, 01 – 04.2026): supported management in structuring prospecting (targets, ICP, approach).

Account Executive (work-study contract) — B/Acceptance
12.2023 – 12.2025

software testing (QA) services firm, €24M revenue, 200+ employees · Paris

- **Atol les Opticiens** (€465M revenue, e-commerce replatforming): cold-opened the account and led a 3-month cycle to signature. Result: **first phase of €22,420** and a **firm commitment on 6 phases** (€172,000 projected value).
- **50+ opportunities** created with enterprise accounts (above €100M revenue), notably at Leclerc (Galec): **50 calls a day** and 2 to 4 qualified meetings a week, by phone, email and LinkedIn.
- Long, complex sales cycles (3 to 6 months) in IT, with CIOs, e-commerce directors and procurement; pre-sales with technical teams (needs scoping, scoring).
- Improved call scripts and prospecting sequences for the team; JFTL 2024 trade show; bonus and praise from management.

Awards

Les Négociales 2026 — Quarter-finalist at the national final (Nancy) of the largest French-speaking sales negotiation competition: 388th of 7,300+ candidates (top 6%)

Education

Master's in High-Tech Business Engineering (RNCP level 7 title)
10.2023 – 12.2025
Euridis Business School, Paris · Work-study programme (school and company) · First in class · Thesis on the Atol sale, graded 19/20: costed recommendations for the sales team (MEDDICC qualification built into the CRM)

BSc in Cell Biology and Physiology, neuroscience track (180 ECTS)
2020 – 2023
Université Toulouse III – Paul Sabatier

Skills

Prospecting: Multichannel outbound (cold calling, email, LinkedIn, door-to-door), ICP targeting and buying-signal detection, Social selling, Account-based approach (ABM)

Sales: Discovery and qualification (SPIN, BANT, MEDDICC), Stakeholder mapping, Complex enterprise sales, Negotiation and closing, Product demos

Pipeline: Pipeline and forecasting, Deal profitability analysis (margin, CAC, CLV), Customer success plan

Sales tools: HubSpot, LinkedIn Sales Navigator, Kaspr, Lusha, Notion

AI and tech: Claude, ChatGPT, Vercel, Supabase: building products end to end, Active watch on AI and new tools

Languages: French (native), English (B2, professional use)

Interests: AI and sales methods; Neuroscience popularisation; Cycling; Travel in Asia (Thailand, Japan, South Korea)

Reference: Philippe Perrousset, Sales Director, B/Acceptance — contact details on request