

CONTACT

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LANGUAGES

French — **Native**

English — **C1**

Spanish — **A2**

SKILLS

SALES & MARKETING

B2B/B2C prospecting · Marketing strategy · Communication · Social media · Photo & video

MANAGEMENT

Team leadership · Running meetings

TOOLS & CODE

Office · Adobe Creative Cloud · Apple Creator · Swift · C / C++ · Qt / QML · Firebase · Xcode · Visual Studio · 3D

INTERESTS

Motorsport — F1, MotoGP, WEC

Tennis — ranked 2/6 (French ranking)

Scouting — troop leader

Computing — coding, PC building

Raphaël Flipo

Sales & Marketing · Digital product builder

Work-study student in a BUT in Marketing & Sales Techniques (digital marketing, e-business and entrepreneurship), **I sell, I communicate, and I build the tools that go with it**: a company CRM, an app for associations and an open-source AI agent. I start from the customer's need, move fast and prove that it works.

WORK EXPERIENCE

Sep 2026 — present

Sales, Marketing & Communication Manager

Groupe Florimond Deprez · Capelle-en-Pévèle · work-study

- Leading internal marketing projects from idea to rollout
- B2B sales assistant, specialising in fodder and sugar beet
- Developing the company CRM (Swift, C/C++)
- Producing photo and video content, preparing meetings and presentations

Jun 2025 — Jun 2026

Sales Representative & Communication / Marketing Director

Brasserie des Lys · Roubaix

- Designed and rolled out the sales, marketing and communication strategies
- Led the brewery's communication
- Prospecting and selling B2B and B2C, in the field and office-based

Dec 2024 — Jan 2025

Sales Intern

Renault Roubaix · dealership

- Sales prospecting, customer reception and advice, vehicle handover

Aug 2025 — present

Scout Troop Leader

Scouts d'Europe and SUF · volunteer

- Leading and taking responsibility for a youth troop, organising activities and camps
- Supervising and managing a team of assistant leaders

PERSONAL PROJECTS

La Boussole — beta v0.9

SaaS app that organises travel for associations: events, carpooling and seat booking. Product design, development and pricing.

4 platforms · **15** features · **3** plans

C++17 · Qt 6 / QML · Firebase · OpenStreetMap

Jarvis — open source

Autonomous AI agent running locally on a Mac, for free: it plans, uses real tools and checks its own work.

~14k lines · **63** tools · **260+** tests

Python · Swift · MLX · FastAPI

EDUCATION

2026 — 2027

BUT Marketing & Sales Techniques · work-study

University of Lille · digital marketing, e-business and entrepreneurship

2024 — 2026

BUT Marketing & Sales Techniques · work-study

Université Polytechnique Hauts-de-France · business, sales, marketing, communication

2021 — 2024

French general baccalaureate

Lycée Ozanam, Lille · Economics & Social Sciences, Engineering Science