

Alexis M. Delobelle

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US and French Citizen

EDUCATION

SKEMA BUSINESS SCHOOL

- MSc Digital Marketing and Artificial Intelligence

Sophia Antipolis, France

Jan 2025 - Jan 2026

CLEMSON UNIVERSITY

- Bachelor of International Business and French
- University Paul Valéry - Study Abroad in Montpellier, France
- French Club, French Professional Society
- Diplôme de Français des Affaires, Paris Chamber of Commerce

Clemson, SC

2020-2023 (graduated early)

Aug - Dec 2022

ONLINE COURSES

- Udemy - Design Thinking in 3 Steps
- Udemy - How to Close More Sales

2022

2022

PROJECTS

- Co-created an anime shirt embroidery company.
- Created logo and ads for Strategic Admissions Advice.
- Created the app CollegePals to help Clemson students find friends in time of Covid, which was aired on Charlotte's news.

2021

2021

2020

PROFESSIONAL EXPERIENCE

TECHTRONIC INDUSTRIES Aiken, SC

Single-store Sales and Marketing Representative on Team Home Depot

Jan 2024 - Sep 2024

- Ensure that stores are set to standard, large merchandising setups are executed, and positive relationships with customers and Home Depot key decision-makers are developed.
- Manage \$2.7M revenue, 5 brands and more than 700 SKUs positioning and pipeline. Generated a 6.3% YTD increase.
- Help train new hires on TTI objectives, understanding of sales numbers, and efficient communication techniques for the role.
- Solve for customer needs and partnerships' objectives.

Multi-store Sales and Marketing Representative for Hart Power Tools

June 2023 - Jan 2024

- Managed relationships with eight stores, optimized inventory, and increased sales through consultative and value-selling.
- Set up large-scale events to boost sales, achieving a 200% increase in sales per event compared to the year before.
- Managed \$1M revenue and finished 2023 with the highest comp out of my team, having achieved a 9-point growth since I started.

CASE IQ Ottawa, Ontario

- Worked as a sales and marketing intern.
- Learned technical skills by using Salesforce, Outreach, ZoomInfo, and LinkedIn Sales Nav.
- Was in charge of validating prospects and managing the sales pipeline.
- Created reports on Salesforce using BDR data to help the marketing team.

June - Aug 2022