

Simon Wang

Sales Representative

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PROFILE

Junior Sales Professional with experience in B2B and B2C sales, customer consulting and relationship management. Currently completing a Commercial Agent program at EFP, I am looking to build a career in business development where prospecting, negotiation and customer acquisition are key drivers of success.

EMPLOYMENT HISTORY

Sep 2025 – Apr 2026

Assistant Account Manager, ICBC Bruxelles

- Managed relationships with business clients.
- Coordinated onboarding of new corporate clients.
- Worked closely with account managers to support client portfolio growth.

Oct 2024 – Aug 2025

Sales Advisor, Fonteyne The Kitchen • Bruxelles

- Welcomed and advised customers in a high-end food retail environment
- Provided personalized consultations and tailored product recommendations
- Built customer loyalty.

Jan 2023 – Dec 2023

Night Auditor, Hôtel Plaza SA (5-Star) • Bruxelles

- Supervised night operations, handled check-ins, and monitored cash flow
- Produced daily financial reports and managed the reservation system

Aug 2022 – Dec 2022

Receptionist, Hôtel Plaza SA 5 Étoiles • Bruxelles

- Delivered exceptional service to an international clientele
- Managed reservations, concierge requests, and guest support

2021 – 2022

Crew Member, Quick Restaurant – Burger Brands Belgium • Bruxelles

- Assist with food preparation and service in a fast-paced environment

2018 – 2019

Responsible Marketing, Mini-Entreprise LJE – Rock-It • Bruxelles

- Developing promotional strategies and coordinating the student team

EDUCATION

2024 – 2026

Commercial Agent – Sales, EFP Training Center • Brussels

Prospecting, structured pitching, sales argumentation, negotiation, and closing – B2B & B2C

2020 – 2022

Bachelor's Degree in Economics and Management, UCLouvain • Bruxelles

2013 – 2019

CESS – Economics and Philosophy, Collège Saint-Michel • Bruxelles

SKILLS

Sales & CRM

Prospecting • B2B/B2C Consultative Sales • Sales Pitching • Negotiation • Closing
• Customer Retention • Portfolio Management

Finance & Tools

KYC • AML • Client Onboarding • Oracle Database 23C • Bloomberg Terminal
• Microsoft Office

Languages

French • Native
English • Fluent
Chinese • Fluent
Dutch • Intermediate