

## What is your position at Natexo?

**I'm the VP Sales of Natexo.**

### Tell us about your functions:

Like in the case of many individuals here, my missions are subtle and diverse! In general, I control the marketing and business aspects of the company. I ensure the definition of the commercial strategy of the group and the various entities, as well as the establishment and standardization of business processes. I participate in the recruitment and training of all our business units. But I'm also the company's host for the evening, the tour guide, the translator, the repairman for the coffee machine...

### Since when have you worked for Natexo?

I started at Natexo in 2010, when there were only 9 of us!

### What do you like most about your job?

The diversity of our customers and their businesses. I like to find how Natexo's expertise, can provide a suitable solution for the needs of our customers.

I learn something new every day, our customers are selling lingerie, insurance, houses, meat, jewellery, kitchen utensils, as many businesses to grasp.

### Which are your favorite e-commerce websites?

Vente Privée, Mathon (it is my wife who cooks!) and a our new customer, Carré de Bœuf- a must for lovers of good meat like myself!

### Any anecdote you might want to share?

In June 2015, during one of our monthly commercial challenges, one of our customers asked us if we are present in Australia to accompany them. At the time our answer was negative. However, in the very same afternoon, another customer asks us the same question. We saw a sign ! A decision was made- we must open Australia. At the end of the day we signed 4 contracts for that market. Two weeks later we drove our first traffic, and the following month we were profitable within that market, and finally in February we opened our subsidiary in Australia! In some companies, it takes 1 year to decide whether to attack a market, it took us 2 hours. We have also sent our staff from the Barcelona office, which is now located in Sydney.



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Olivier Jousselin,  
VP Sales

