



GAUTIER JUSTEAU

BUSINESS DEVELOPPER 📍 BASED IN BARCELONA | FULLY REMOTE OR HYBRID, SPAIN ☎️ +33(0)783886507 / +34 690 337 770

◦ DETAILS ◦

Based in Barcelona | Fully remote
or Hybrid
Spain
[+33\(0\)783886507](tel:+330783886507) / [+34 690 337 770](tel:+34690337770)
gautier.justeau@gmail.com

◦ LINKS ◦

[Linkedin](#)

◦ SKILLS ◦

Hubspot
SalesForce
Cold Calls
Outbound & Inbound Sales
Google Suite
Prospecting & Demo Qualification
Social Media & Creator Economy

◦ LANGUAGES ◦

Spanish

English

French



PROFILE

Curious and ambitious SaaS Sales professional, currently helping enterprise clients accelerate their digital transformation. I thrive in international environments and speak **French, English, and Spanish** fluently, having studied and worked across **France, Spain, New Zealand, and the Czech Republic**.



EMPLOYMENT HISTORY

SDR EMEA Leads Sales Ops & Tools at LumApps, Barcelona

Oct 2024 — Present

- Generated over 30 qualified meetings monthly with enterprise accounts including Total Energies, Carrefour (Similar to Mercadona in Spain) and Hermès, achieving 110% of quota consistently.
- Drove pipeline growth, contributing to more than €13 million in potential CARR.
- Conducted thorough prospecting and demo qualifications to enhance sales effectiveness.
- Leveraged Apollo and Salesforce for efficient lead management and tracking.
- Collaborated across international teams, utilizing fluency in French, English, and Spanish.

SDR FR & Benelux at LumApps, Barcelona

Nov 2023 — Oct 2024

Sales & Account Manager at OnlyOne, Paris

Sep 2022 — Sep 2023

Account Manager at Apartool, Barcelona

Apr 2022 — Aug 2022

Waiter In a Pizzeria at La Salina, Batz-sur-Mer

Jun 2020 — Sep 2020



EDUCATION

Bachelor in Business & Marketing, Idrac Business School

Sep 2020 — Jun 2023

Exchange Semester Marketing & Business, EAE Business School, Barcelona

Jan 2022 — Apr 2022

Exchange Semester Marketing & Business Management, CA Institute, Brno

Sep 2021 — Dec 2021

French Baccaauréat STMG International

(Technological Science of Marketing & Management)

Rotary youth Exchange Program

1 year in New-zealand