

Clément Nadolny



SKILLS

- **Sales:** Full-Cycle B2B, GTM, MEDDPICC, Account Strategy, Negotiation, Partnerships
- **Customer Segments:** SMB (€0.5M-€50M), Mid-Market (~€350M), Enterprise (~€3B)
- **Industries:** Fintech & Payments, Foodtech & Hospitality, Retail & Consumer Goods
- **CRM:** Salesforce, HubSpot
- **Analytics:** Tableau, Excel, Power BI
- **AI:** ChatGPT, Claude, Gemini

LANGUAGES

- **French:** Native
- **English:** Fluent (C2)
- **German:** Intermediate (B1)

COMMUNITY & INTERESTS

- Elsass' Sailing Club, 2018–2019
- Blizz'art, 2018–2019
- Tennis Club Tétèghem, 2001–2016
- Guitarist since 2015
- Fitness, running, kitesurfing

CONTACTS

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High-agency B2B GTM leader with rapid progression and standout commercial results across fintech and SaaS. Proven in full-cycle sales, C-level engagement, strategic partnerships, and team leadership. Combines exceptional ambition with a hands-on instinct to build, independently using AI to create practical tools that improve prospecting, forecasting, and commercial execution.

EXPERIENCE

- Jan 2026
-
Present

Territory Sales Manager, Field Sales
SumUp, Lille, France. Full-Time
 - Built & led a 6-person payments sales team from scratch.
 - Ranked among France's top 3 hubs within 3 months and reached 133% MRR team target within 5 months.
 - Designed a sales academy and coached the entire France FS team (150 reps) in consultative, value-based selling.
 - Developed a CRM and performance dashboards using Claude to improve pipeline visibility and forecasting.
- Dec 2024
-
Jan 2026

Account Executive, Field Sales
SumUp, Paris, France. Full-Time
 - Owned full-cycle sales of fintech payment and POS SaaS solutions, from self-sourced prospecting and demos through closing, onboarding, and account growth.
 - Acquired 180+ new SMB merchants and generated €70K+ in net revenue.
 - Ranked as France's top field sales performer in 8 of 14 months, averaging 131% target attainment.
- Feb 2024
-
Aug 2024

Account Executive, SMB
Uber Eats, Paris, France. Full-Time
 - Self-sourced and closed 80+ new SMB customers through full-cycle outbound sales for a foodtech marketplace.
 - Negotiated strategic partnerships with major players in the Paris market through complex sales cycles.
- Oct 2022
-
Nov 2023

Export Manager, Mid-Market/Enterprise
Regine Group, Morbio, Switzerland. Full-Time
 - Led outbound strategy and full-cycle sales for mid-market and enterprise accounts.
 - Negotiated tailored offers with 50+ C-level prospects across the US, Canada, Hong Kong, and Europe.
- Sep 2021
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Sep 2022

Sales Analyst / Sales Support
Carte Noire, Paris, France. Internship
 - Built 60+ sales performance reports and presented insights to the Head of Sales.
- Jan 2021
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Jul 2021

Trade Marketing Intern
AB InBev, Lille, France. Internship
 - Coordinated the operational execution of the go-to-market strategy across European markets.
- Sep 2020
-
Jan 2021

Area Manager Intern
LVMH, Lille, France. Internship
 - Re-engaged 60+ supermarket accounts for Moët Hennessy and generated €70K in gross sales.

EDUCATION

MASTER IN MANAGEMENT - EM STRASBOURG BUSINESS SCHOOL
Track: Negotiation & Commercial Management | Sep 2018–Jun 2022

BUSINESS ADMINISTRATION - COLLEGE OF CHARLESTON, SC, USA
Exchange Program | Aug 2019–May 2020