

# SOPHIE L. CHRISTIAN

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## PROFESSIONAL SUMMARY

Seasoned business owner with 18 years of experience in French household goods imports, seeking to leverage a diverse skill set in an international sales/marketing/events/administrative position within the corporate sector. Demonstrated success in strategic planning, team leadership, and operational management. Eager to bring a unique perspective and a strong work ethic to a dynamic corporate environment.

- Visionary entrepreneurial leader with over 30 years of expertise spanning both the US and France.
- MBA graduate with bilingual proficiency in French/English and dual French/US nationality, adept at delivering superior customer service, effective communication, meticulous organization, and adept diplomacy.
- Proven track record of driving projects from inception to successful completion, showcasing strategic prowess, innovative thinking, and a results-driven approach to achieving business objectives.

*Multi-faceted entrepreneur with expertise in:*

Project Management - Customer Service - Strategic Planning - Marketing  
Communication - Process Improvement - Cost Control - Direct Sales - Bilingual French/English - Public Relations

## EXPERIENCE

### Small Business Owner

2006 – May 2024

Bleu d'Olive, Scottsdale, AZ, USA [www.bleudolive.com](http://www.bleudolive.com)

- Spearheaded national sales efforts, encompassing retail and wholesale channels, consistently achieving six-figure annual revenue.
- Directed comprehensive operations including email marketing, advertising, customer service, public relations, product planning & inventory, and accounting.
- Showcased French table linens collections at prestigious arts & craft shows across the US Southwest.
- Acted as a retail dealer, importing French table linens, antique pottery, and accessories for sale in a luxury store.

### Intellectual Property Licensing Manager

2000 – 2006

MPEG LA, Chevy Chase, MD, USA

- Identified and engaged companies utilizing IEEE 1394 (Firewire) technology, facilitating their participation in MPEG LA's patent pool administration.
- Managed end-to-end contract processes, providing comprehensive insights into the benefits of patent pools.
- Represented MPEG LA as a speaker at a Tokyo convention, elucidating the advantages of the IEEE 1394 licensing pool to Japanese technology firms.

### International Sales & Marketing Manager

1995 – 2000

Paragon Vision Sciences, Mesa, AZ, USA

- Collaborated with international and domestic marketing and sales directors to devise innovative marketing strategies for existing clientele in the US and Canada.
- Presented company products at sales conventions across the US and Canada, effectively communicating their features and benefits to potential customers.

### Credit Authorizer

1994 – 1995

American Express, Phoenix, AZ, USA

- Generated company revenue and provided excellent customer service by making critical credit decisions that balanced service and credit risks, using past American Express history and diverse financial information.
- Contributed to a significant decrease in fraudulent use of the card by identifying and stopping unauthorized individuals at the point of sale.

## EDUCATION

MBA (Marketing & International Management) / Ecole Supérieure de Commerce Lille, France

1992