

Eric Schuler

MANAGER RESPONSIBLE FOR SUPERVISING THE DAY TO DAY FUNCTIONING OF THE CRÉDIT AGRICOLE BRANCH NETWORK



After having trained as a lawyer, I became a Manager with the Crédit Agricole Alpes Provence bank. Although I have nothing to do with the world of fashion, I try and share with the students my passion for selling and negotiating. We get rid of the idea that "I am not a born seller" in order to understand the different stages involved in getting an agreement with a customer. We mix concepts, roles and situations.

In parallel to my career as an organiser and manager in sales and distribution, I have, for a number of years, taught at the IUT in Aix en Provence [University Institute of Technology] as a consultant in

vocational/professional training in the field of negotiating.

Eric Shuler gives 30 hours of lectures each semester to Masters 2 Degree course students, alongside Fabrice Raoul, Commercial Manager at Didier Parakian. The lectures cover « selling and negotiating techniques » . The students also have a half-day live session in negotiating situations at the Parisian showroom.