

Field of study **Sciences and engineering**

Training available in

Apprenticeship

Continuing education

Recognition
of prior
learning

How to apply :

Candidature en ligne sur :

Link to apply

<https://www.univ-gustave-eiffel.fr/la-formation/candidatures-et-inscriptions/candidatures>

RNCP : **40051**

Course venue:

Campus Marne la Vallée - Serris - Institut Francilien d'Ingénierie des Services (IFIS) 6-8 cours du Danube 77700 Serris
Lycée François Mansart - 25 rue de la Banque 94100 Saint-Maur-des-Fossés

Calendar:

18 weeks of classes spread over the year and a minimum of 21 weeks in a company.

Contacts:

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Service Information,

Orientation et Insertion Professionnelle (SIO-IP) :

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DESCARTES
et SUP
Paris 2025 | 100 ans de l'Université



Professional Bachelor Building and Public Works Professions: Building and Construction Eco-Friendly Buildings and Construction Account Manager



Institut Francilien d'ingénierie des Services (IFIS)

Licence professionnelle LP

TO GET THERE

To be admitted to this course, applicants must have completed two years of higher education.

Mainly in the building and construction sector: a technical university diploma in civil engineering for sustainable construction or thermal and energy engineering or advanced vocational training certificate in building and construction; building and construction studies and economics; architectural space design; building envelopes; fluids, energy and the environment; finishing and design; residential timber framed construction systems; landscape design.

But also in marketing: a technical university diploma in marketing techniques or an advanced vocational training certificate in marketing techniques or negotiation and digitalisation of customer relations, as well as in science and technology, such as a technical university diploma in industrial computing and electrical engineering or materials science and engineering.

ACQUIRED SKILLS

The course prepares students for positions of responsibility as account managers and business advisors for single-family-home projects and combines technical and marketing skills.

These skills include:

- Developing a client portfolio, negotiating contracts, managing customer relations.
- Supervising teams, managing schedules.
- Analysing the technical conditions of a project, identifying methods and drawing up costing.
- Ensuring that the work is compliant with requirements and is carried out on schedule and within budget.

YOUR FUTURE CAREER

Degree recognised under the international higher education system (Licence - Master's - PhD). The professional Licence is designed to give graduates direct access to employment as account managers in the construction industry or business advisors for single-family-home projects. Our aim is to train qualified managers in these sectors, which offer excellent career opportunities. This training enables students to be directly operational and, by the end of the course, to be immediately employable.

Graduates can also apply for the following jobs: Project manager, Customer manager, Works supervisor, Technical sales representative.

BENEFITS OF THE PROGRAM

This course draws on a close partnership with the professional union of single-family-home builders (LCA-FFB) and the French Building Federation. This allows the course content to remain closely in line with the needs of the profession and ensures high employment rates among our graduates. Classes are taught by professionals from the building and construction and marketing sectors, advanced vocational training certificate teachers and faculty from the university. The course provides a dual skill base in marketing and technical aspects that makes students highly adaptable.

More information



PROGRAM

SEMESTER 1

Analyser les critères technique, réglementaire et DD&RS d'un projet d'affaire neuf ou en rénovation

Analyser techniquement un projet de bâtiment écoresponsable (ECTS: 3.00)

- Electricité
- Plomberie et CVC
- Construction bois

Concevoir et répondre techniquement et numériquement à un projet de bâtiment innovant (ECTS: 9.00)

- Technologie tous corps d'état
- Mécanique & Analyse des structures
- Module bois et agencement

Élaborer et suivre une affaire de construction neuve ou rénovation

Réaliser l'étude technique et économique d'une affaire & Méthodologie (ECTS: 6.00)

- Étude d'un appel d'offre
- Quantitatif TCE et bois
- Chiffrage d'une affaire
- Expertises

Piloter et suivre une construction ou rénovation de bâtiment (ECTS: 8.00)

- Suivi technique & Méthodologie
- Planification
- Les outils de la qualité
- Qualité des constructions
- Contrôle & Sécurité

SEMESTER 2

Manager et négocier un projet de construction ou de rénovation de bâtiment

Manager, négocier et développer une affaire (ECTS: 6.00)

- Typologies clients
- Gestion de la relation client / sous-traitants
- Négociation commerciale
- Management
- Système d'informations mercatiques
- Développement du portefeuille client

Définir un cadre juridique et communicationnel d'une affaire en construction ou rénovation de bâtiment et communiquer en anglais technique (ECTS: 8.00)

- Droit Général
- Droit de la Construction & droit des contrats
- Techniques de communication orales et écrites
- Marketing et technique de la communication
- Communication
- Anglais

Mise en situation professionnelle

Projet tuteuré et méthodologie (ECTS: 10.00)

- Projet tuteuré
- Suivi de projet et méthodologie

Mémoire professionnel et initiation à la recherche (ECTS: 10.00)

- Mémoire Professionnel et méthodologie