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French Nationality

41 years old
Married, 3 children
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Graduate of Ecole Supérieure de Commerce **ICN**
17 years of experience : Operationnal,
Technical, Sales, Management responsibilities

WORK HISTORY

Since oct 2003 : ASC SA – Architecture System & Consulting- Director-Founder

04/2000 – 10/2003 : SYSTEMAT - Unix & Storage Sales Manager

- Development of the strategy, designing of the forecast, the objectives, the budgets and the means of their implementations
- Recruiting, handling meetings, Management and handling of the technical resources of the department
- Development and coordination of the strategy to be implemented together with other divisions
- Reporting to the General Director

Further details: cf Job Description

07/1996 – 03/2000 : DEC/HEXALIS – Named Account Manager

- Identify and insure the opening and the follow-up of new businesses
- In charge of the precision of the forecasts of his own business, the closing of his sales
- In charge of the coordination and the control of the occuring resources on his accounts

10/1994 – 06/1996 : LORINFO - Regional Account Manager

- Prospection & marketing towards the large regional accounts
- Analyze and beforehand study of the needs, designing commercial offers
- Promotion and negotiation of the services towards the general, financial, and IT executive headquarters

10/1992 – 08/1994 : Resuming Studies at the Institut Commercial de Nancy

- Control and Credit Management internship (Auchan Semécourt)

02/1990 – 10/1992 : ELEC3 SA/ArianeII – Branch Manager

- Team Management (8 people : sales and technicians)
- Setting up of new activitie services (Support, maintenance, Training...)
- Profit Center Management

02/1987 – 01/1990 : ELEC3 SA – Technical Sales Specialist

- Commercial prospection, Consult and systems solutions for Small and Medium Business

QUALIFICATION - EDUCATION AND TRAINING

Technical and Sales certified

- IBM : Sales specialist Systems & Storage
- SUN : Technical Competency in the Middle & High-end environnement
- DEC : Sales specialist of the High Performance Systems
- COMPAQ: Systems and Network sales engineer

ACADEMIC DEGREES

Diplôme d'Institut Commercial de Nancy, ICN Conférence des Grandes Ecoles (Bac+5)

Filière : Ingénierie Finance
Université de Nancy II, ICN 1994

Diplôme Universitaire de Gestion et de Commerce, DUGC (Bac+4)

Université de Nancy II, ICN 1993

Diplôme d'Etude Supérieure Technique Informatique, DESTI (CNAM, par unité de valeur capitalisable 5/7)

Diplôme d'Analyste Programmeur et DUT informatique (Bac+2)

Centre de Perfectionnement en Sciences Appliquées de l'Ecole Nationale d'Ingénieurs de Metz
Metz, 1985

MISCELLANEOUS

Languages

- frecnh : mother tongue
- english : conversation : upper intermediary, technical english: fluent
- vietnamese : mother tongue
- thai : fluent
- laotian : fluent

Hobbies

Reading, travel, associative Activities, Martial arts