

Operation Director China

Profile

Experienced Technical Business Developer, with a very good industrial and technical knowledge. / Over ten years' experience in business development, channels and sales. Including 4 years in China /Excellent skills in negotiating, selling complex and technical products to major accounts. / excellent leadership skill

Qualifications

Sales professional, with accomplishments in sales and negotiation in major accounts./ Extensive knowledge in automotive, Logistic and aeronautical industries./-Experienced in all phases of the sales process from prospecting, closing sales and customer follow-up. /-Able to quickly understand new products and apply my sales experience.

Languages Skills : French Native, English Fluent, Mandarin Intermediate

Work experience

Since
November 2011

Managing Director EcriTel China

Information Technology and Services Current

Mission: Day to Day management and operations of our Mainland China market.
Sales director and business development manager, including marketing strategy.
Management of a team of 5 peoples working in various fields including sales, technicians, and developers.
Project manager for the implementation of our cloud infrastructure (IaaS), internet network, China peering network, data storage and redundancy, private space in colocation facilities (2 sites).

September 2010
October 2011

Associate Consultant /IT and Manufacturing

HR Resources services

Mission: Dragonfly Group in a French recruitment firm in China dedicated to HR services for foreign companies in China, around 3 main services : HR audit, Executive Search, Executive Coaching.

My Role :

Business Development
Marketing Manager
IT Manager

Means: I am focused on Manufacturing, Chemical, Electrical, and IT Market.
From Technical qualification of the customer, to technical and professional evaluation of the candidates, i am working closely with a Sino/French team to find candidates for middle or top management position.

Appraisal: Creation of the marketing tools for the company, such as Brochure, Web site, Job board.

Increasing the visibility of the company in Shanghai, via local Network. Event, Seminar
Synchronizing the communication between the different office (CRM tools)
Following and closing new deal around china.

October 2007
August 2010

Business Development Manager

Asia Asset Property Shanghai

Mission: Business Development and Marketing Director, Key Account Manager Shanghai Property Management

Mission:

- Marketing and sales management of 5 departments.
- Rent and Sale apartment, commercial, Offices, Warehouse, Factory
- Project Management, Property management,
- Negotiation with Building Developer and Real Estate investor
- Develop Strategic agreement with Multinational Company's
- Implementation of new marketing tools (Web, Press Release, CRM)
- Adaptation of the business model to fit the foreign investment demand.
- Creation of specific offers by Market (IT, Logistic, Finance, MFG)
- Number of subordinates : 30

January 2005
March 2007

Business Developer, Sales Executive South Europe and Middle East

Citrix System SA

Mission: Business Developer, Marketing Manager South Europe and Middle East –France Software Editor , Application Virtualization, Thin client

Mission:

- Development and market research to finance, government, finance and logistic.
- Development of training tools to these markets for retailers.
- Participation and intervention like speaker with various events by branch of industry.
- Sales turnover increase up to 85 % through ISV, VAR channel.

January 2002
January 2005

Business Developer, Partnership Manager

ILOG SA

Mission: Business Developer, Strategic Alliance Manager North Europe –France Software editor, Software component, Business Rules Management, Workflow

Mission

- Responsible strategic alliances with key System Integrator (IBM, CGEY, ATOS..)
- Develop high level relation in Finance , Public Sector, Supply chain, energy
- Increase business realized via OEM, ISV, VAR
- Develop Sales in Northern Europe
- In Charge of 10 million Euros/ year

September 1996
January 2002

Key Account Manager EMEA

ILOG SA

Mission:

Key Account Manager EMEA- France
Software editor, Software component, Business Rules, Management, Workflow

Mission:

- Prospection and development for industry and logistic market in Europe.
- Signature with European Large accounts, (AREVA, TOTAL PSA, EDF, ING, Air Liquide...).
- Increase collaboration with software firms for sales and marketing issues.
- Responsible of 3 Million Euros / year

June 1993
September 1996

General Manager

LD CORPORATION BELGIUM

Mission: General Manager-Belgium
Air Conditioner Import / Export

Mission:

- Hiring telesales and field sales
- Sales training
- Negotiation for Products importation from US
- Dealing with bank to find Loan for customer
- Number of Subordinate 30.

Diplomas and education

September 1987
June 1994

UNIVERSITE SCIENCES ET TECHNIQUES LILLE 1

09/1994 Master Optical Network Information system
University Sciences et Technologies Lille 1-france
09/1988 Degree Electronic
Lycee Ozanam-France

Area of specialisation: Master of Industrial Data Processing

September 1984
June 1987

LYCEE OZANAM

Electronics degree

Area of specialisation: Electronics

Computing skills

Software

Microsoft Office
Powerpoint,
Adobe CS4 complete
AUTO-CAD
CRM Tools

Languages

HTML
PHP
Flash

Language skills

Chinese

Speaking competence: Intermediate, **Written competence:** Basic level

German

Speaking competence: School level, **Written competence:** School level

English

Speaking competence: Fluent, **Written competence:** Fluent

French

Speaking competence: Native speaker, **Written competence:** Native speaker

Various

Overseas Experience

—UK, Germany, Spain, France—, Netherland, Sweden, Saudi, Arabia, Morocco, Hong Kong, Japan, China, Canada—, USA

Passions

• Windsurf, Books, Music, Internet, Formula 1, Movies