Business Unit Manager SaaS

78600 Maisons-Laffitte · Plus de 10 ans d'expérience · Réf. 250210193908

Ma recherche

Contrat recherché : Tout contrat
Zone : Ile de France
Mobilité : sur toute la région
Rémunération : a étudier
Secteur : Batiment

Formations

12/2005 — INTS Paris XII
BETC International Trading

Expériences professionnelles

06/2021 - à ce jour — Development Manager
Commercial Development for a new outsourcing IT company: +27 FTEs since June 2021. Turnover generated: Between €1M to €1.5M per year.
01/2019 - 01/2021 — Technology Team Manager
Management of 25 consultants divided into 4 teams: Cybersecurity, x'G testing, Orange Labs Network, and Green IT Projects. Definition of the strategy on outsourced IT services inside Orange Group.
01/2015 - 01/2019 — Business Service Manager
Definition of the strategy and creation of the client portfolio on outsourced IT services. Turnover generated: + €2M/Year.
01/2014 - 01/2016 — Account Manager
Customers: Renault / Dacia, Société Générale, ADEO, Embassies and Ministries. Average turnover generated: 600K € / Year.
01/2013 - 01/2014 — Business Unit Manager
Definition of the strategy and creation of customer portfolio on CAD / DAO services. Total generated turnover: 250K€.
01/2011 - 01/2013 — Area Sales Manager PECO
Commercial development in South-east Europe for interior decoration products. Annual turnover of 850K € to 1.2M € / year - 25% sales growth.
01/2009 - 01/2011 — Key Account Manager
Key account manager: Auchan / Oney & Bricostore. Management of +€2M Oney and €0.6M Bricostore. Annual growth: +5 to 10%.
01/2006 - 01/2009 — International Back-office Operator
Validation and system entry of international transfers for large account customers.
01/2005 - 01/2006 — Export Business Unit Manager
Market study & Export commercial development of the customer portfolio in Romania. New turnover generated over 300K €.

Langues

Français (maternelle), Anglais (courant), Roumain (courant), Espagnol (courant)

Atouts

Sales, Marketing, Project Management, Business Strategy, Industry Expertise

Permis

Permis B

Loisirs

Radio Controlled electronic model making, Cinema, Photography, Graphic art and illustrations, Snowboarding, Mountain-biking, Running

Fiche anonyme — l'identité et les coordonnées du candidat sont communiquées aux recruteurs qui en font la demande sur pmebtp.com.