

78600 Maisons-laffitte
Plus de 10 ans d'expérience
Réf : 250210193908

Business unit manager saas

Ma recherche

Je recherche tout type de contrat, sur toute la région Ile de France, dans le Batiment.

Formations

12/2005 : à INTS Paris XII
BETC International Trading

Expériences professionnelles

06/2021 - à ce jour :

Development Manager chez Le Hub Colombus

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 chez Orange Services sur France & Romania

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 chez Rinf Tech Outsourcing Solutions sur France & Romania

Definition of the strategy and creation of the client portfolio on outsourced IT services. Turnover generated: +€2M/Year.

01/2014 - 01/2016 :

Account Manager chez Ags Worldwide Movers sur Bucharest

Customers: Renault / Dacia, Société Générale, ADEO, Embassies and Ministries. Average turnover generated: 600K € / Year.

01/2013 - 01/2014 :

Business Unit Manager chez Akka Technologies

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 chez Plage France Sa

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 chez Cetelem Bnp Paribas sur Bucharest

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 chez Brd Groupe Société Générale sur Bucharest

Validation and system entry of international transfers for large account customers.

01/2005 - 01/2006 :

Export Business Unit Manager chez Mvm Groupe Parisot

Market study & Export commercial development of the customer portfolio in Romania. New turnover generated over 300K €.

Langues

Français (Oral : maternelle / Ecrit : expérimenté), Anglais (Oral : courant / Ecrit : intermédiaire), Roumain (Oral : courant / Ecrit : intermédiaire), Espagnol (Oral : courant / Ecrit : intermédiaire)

Permis

Permis B

Centres d'intérêts

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