

*My project: Being responsible for **Sales** (Export or Key Customers) or Contract management/**Export Control** in technical new environment*

## Key skills

- Large experience of **Export Sales & Key customer Sales in B2B & B2G military activity**
- Thorough practice of **Export Control Regulation** (ITAR, EAR, dual use) – see Appendix
- **International negotiation & contract management & business development**
- **High level customer & team relationship management:** Hay group analysis confirming performance through cooperation, accountability, autonomy, engagement, understanding with active empathy
- Languages & Tools: **very fluent in English** daily practiced with **Negotiation/C1 level** (TOEIC July 2017). MS pack office with Excel & PowerPoint
- Outstanding knowledge of **military & space environment** (Air & Cosmos)

## Career summary

Since 2010 **THALES** CRYOGENIE (cryocoolers for optronic - 120 collaborators)

Sales department manager & Export Control Officer


- **Sales strategy & business development** (Strategic Commercial plan, lobbying, forecast, KIP, product policy, process, team **management** - member of the Direction Committee)
- **Commercial activity for large contracts with Optronic partners:** contract preparation & negotiation, reviews (including financial/cost engineering/project/lawyer aspects)
- **Contract Management (preparation):** long term agreement, collaboration agreement, MOU, NDA
- **Export Control Officer till 2016 :** See appendix

*Main achievements: Sales (OI) +100% in 7 years – Improved Customer satisfaction*

Jan 2001/2010 **THALES** CRYOGENIE - Export Sales & Export Control Officer

- **Development of export portfolio** (Germany, UK, USA, Russia, China, India, Egypt,...)
- **Communication development:** exhibitions website, newsletter, customer days, ...
- **Export Control Officer :** practice of **war material** (including **ITAR/EAR** regulation) and **dual use French & US export regulation** ; lobbying with French administration (DGA, DAS, SBDU) - internal training – Procedure & Best practices set up. See appendix for details

*Main achievements: New export customers + 200%. Audits confirming export control compliance*


1993/2000 -  (Ministry of Defense - Paris) - Business engineer in optronic systems for terrestrial (at SPART for 4,5 years) and space applications (at SPOTI for 2,5 years)

- **Negotiation & Contract management:** specification, bid process, contract negotiation (EADS/Astrium, Alcatel Space, ONERA, Thales Optronique, SAGEM, ...)
- French representation in **NATO groups** (optronic signature, database for spacecraft missions)

Summer 1991+ 1992- Alcatel Space (Toulouse) - Others experience (training period)

- A 5 month-traineeship (for engineer degree) on implementation of bar code for spacecraft piece parts + 1 month traineeship on antenna measurements

## **Education**

- July 1992 -  Engineer (National Institute of Applied Sciences) in automatic, electronic & computing (specialized in automatic)
- Professional trainings: Negotiation, Capture leader, Contract Management, Export Control

## **Languages**

- English: Very fluent (used daily through work, travel, books...) – TOEIC July 2017: score 910
- German: School basis (7 years) – understanding can be recovered with some practice
- Spanish : First reading & speaking basis
- Russian: First reading & speaking basis
- French: Native language

## **Miscellaneous**

- Piano (now playing jazz)
- Back-packer travelling (India, Indonesia, Vietnam, China, Russia, Tanzania, Senegal, Europe in train ...)
- Reading: literature in French or English, newspapers
- Diving (level 1)

## ***Export Control Appendix***

- **License application** for War material, Dual Use (EAR , EAR99) & ITAR (DSP5) products
  - including transfer of technology & transfer of production
  - including general license (exhibition, EU001, ..), repair exemption
  - for various countries including Russia, China, Pakistan, Israel, US, Egypt...
- **Set up of Export Control documentation & update following survey**
  - Including general procedure, general instruction, license application procedure, ITAR management procedure, ITAR product stock management file, intangible transfer of controlled data procedure, training management file, training supports...
  - with reference when applicable and appropriate to Thales detailed documentation
  - in line with THALES process & best practices, approved by Thales Export Control Expert
  - Update to include regulation change or best practice improvement
- **Regular training on export control**
  - for internal need - training of implied/engaged functions & sensitization of all employees
  - with internal audit to ensure compliancy to process & regulations
  - with support to suppliers when requested
- **Classification jurisdiction in France, Germany & US in particular**
  - Application for change of classification for dual use & war material controlled product : obtained in France & in Germany (change from war material to dual use ; from dual use to unclassified for some products & documentation)
  - De Minimis practice with ECO validation during design phase
  - Feed of French MOD database with flexible product description
- **Exportability analysis with classification of purchased part & sold products**
  - Based on components classification to be received from suppliers
  - Considering export regulation (including ITAR, De Minimis rule, german rule for major component) & countries of destination
- **Intangible transfer of controlled data**
  - Establishment of dedicated internal guidance (validated by Thales expert) allowing autonomy of users with control
  - Verification & authorization of such intangible exportations
- **Relation with administrations**
  - Attendance of administration general session & presentation of sensitive operations prior to license application to ad hoc French administration (SBDU, DGA, ..)
  - Relation with foreign support (Embassy contact, DOD for RAR,..)
- **ITAR & war material/dual use license management**
  - License restrictions management (during all Gate Reviews at least)
  - ITAR stock management according to dedicated guidance
  - RAR (Retransfer Authorization Request), CJ, Voluntary Disclosure & TAA experiences; STA (knowledge only)

☞ audit from DGA & from Thales authority confirming **Export Control Compliancy**

☞ change of classification obtained to **improve exportability & ease intangible transfer**

☞ internal audit confirming **employee's adequate training & involvement** regarding Export control

☞ good **relations with administration** (SBDU or DGA in particular)