

*Strategic vision & leadership*  
*Services transformation – Change Management*  
*International projects management*  
*Sales negotiations in complex configurations*  
*International lobbying and partnerships set-up*

## Career history

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### **02/2013 to date : Thales Air Systems**

#### **LAS Digital Front Office project manager**

- Concept definition (drivers, roles, tools and processes)
- Business Lines alignment and Front Office deployment
- Change management, process/organisation optimization

#### **Business development manager for services (French Customer Services)**

- Customer Capture strategy (capture plans, bids scenario)
- Key Account business development
- Strategy (Marketing tools, Partnership, innovation)

### **2006-2013 : EADS/Astrium Services/Spot Image**

#### **01/2011 – 01/2013: Sales coordination**

- Area sales coordination (business units level major selling opportunities)
- Worldwide distribution network qualification

#### **06/2008-12/2010: Business development manager for SPOT 6&7**

- International lobbying
- Strategic long term partnerships contract negotiations
- Revenue model definition for EADS approval to finance next generation satellite programme (>300M€)

#### **09/2006 - 06/2008: FORMOSAT-2 (Taiwanese Satellite) Programme manager**

- Business development: support to area sales managers and subsidiaries
- Programme management and coordination with Taiwanese space agency

#### *Major achievements:*

- Significant growth of turnover,
- Successful negotiation of partnership contract renewal

### **2003 – 2005: SATLYNX (Alcatel Space/ SES Global / Gilat)**

#### **10/2003 - 05/2005: Sales director, France**

### **1996 – 2003: Alcatel Space, now Thales Alenia Space**

**09/2001 - 10/2003:** Sales manager, SkyBridge (subsidiary),

**01/1998 - 09/2001:** Sales manager, governmental affairs,

**09/1996 - 01/1998:** System engineer

## Education

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**Ecole des Mines de Paris (ENSMP)** (1996) Industrial Engineering, Innovation

**Ecole Normale Supérieure (ENS)** (1996) Physics /Astrophysics master thesis (internship at NASA JPL)

**Languages :** English (fluent), French (mother tongue)