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Telecom Engineer ENSIMAG Grenoble, Sénior

EXPERIENCES PROFESSIONNELLES

janv. 2021 /

Best performer in Paris office
- 2020 : 240% achievement (#1 globally)
- 2019 : 110% achievement (#2 in EMEA region)
- 2018 : 135% achievement

janv. 2017 / déc. 2022

ACCOUNT EXECUTIVE

RingCentral, Nairobi, Kenya
Management of the Sales Cycle for a Digital Contact Center
Solution across the Middle-East & Africa Region within various
verticals, principally Telecom Operators (Orange, MTN, Zain...)
* Driving exponential sales increase from a nearly
greenfield territory to a flourishing 6M€ yearly recurrent
revenue (x20 in just over 3 years).
* Successful record of target overachievement :

janv. 2013 / déc. 2016

SALES DIRECTOR

Teoco, Johannesburg, South-Africa
Management of Sales Activities for Network Planning,
Optimization & Revenue Assurance software and services to
Mobile Operators in the West & Central Africa Region .
* Portfolio of 30 countries and 60+ customers (Orange,
MTN, Airtel, Tigo...)
* Acquisition of new customers ("hunting" - 80%) and
increasing revenue with existing ones ("farming" - 20%)
* Extensive travels across the Region (80%)
* 3 to 4M USD yearly in bookings

janv. 2006 / déc. 2009

PRESALES ENGINEER

Alcatel-Lucent, São Paulo, Brazil
Bid-process in MultiCore & Access for various Mobile
Technologies (Wimax/GSM/UMTS/LTE)

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Carrier

Evina, Paris, France
Direct Carrier Billing and Mobile Money anti-fraud SaaS

DIPLOMES ET FORMATIONS

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INGENIEUR TELECOM - BAC+5
ENSIMAG Grenoble

COMPETENCES

LTE, MultiCore, Salesforce, SaaS, UMTS

COMPETENCES LINGUISTIQUES

Anglais

Français
Portugais
Suédois

CENTRES D'INTERETS

Travels