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Marketing Manager

Professionnal experiences

ABACUS Research AG

Marketing Manager Suisse romande - Branch of Lausanne

2003 - 2009

- Improved situation/presence of ABACUS in Romandie
- Maintained and improve the bond between HQ (St-Gall) and Romandie
- Conducted a benchmark on the Romandie market
- Organized of the resellers network for Romandie
- Guarantee to be a « solution provider » and a facilitator for the resellers
- Been a contact point for the resellers
- Supported the resellers for the great projects
- Demonstrated with the resellers of ABACUS solutions
- Organized meetings and exposures such as BS&S and Salon RH
- Edited articles for the press and the customers magazine PAGES
- Annually organized the Marketing and media plan
- Managed the Marketing budget for Romandie (CHF + 300 K)
- Supervised the french and english translations from german

ORACLE CORPORATION - EMEA Internet Sales Division (ISD) - Dublin & Potsdam

Sales Representative - Named Accounts - Potsdam

2001 - 2002

- Swiss-french Market
- Installed a territory plan with strategies and actions' plan per account
- Qualification of accounts and detection of potential projects over the year
- Construction and followed projects throughout cycle of sale
- Forecast and conclusion of sales in total autonomy on objective (USD 7 mio)
- Very good functional and technical knowledge of the Oracle products
- Creation and realization of presentations of the products via Internet (Web seminars)

Sales Representative - Enterprise Sales - Dublin

2000 - 2001

- Swiss-french Market
- Maintained and improve the network of partners / resellers
- Coordination of the sale's cycle: end user-partner-Oracle (USD 4 mio)
- Development of specific solutions of the partners with Oracle
- Recruited of new partners within the competition

Education

1996-2000 : University of Fribourg, Licence en Gestion d'entreprise
1998-1999 : Kepler Universität Linz - Autriche
1995-1996 : St. Clare's College Oxford
1991-1995 : Gymnase ENSR, Chailly s/Lausanne
1985-1991 : College ENSR, Chailly s/Lausanne

Languages

French:	mother tongue
German:	very good
English:	very good - C.A.E, ARELS higher level

Computer science

ABACUS Enterprise and Light Version
Oracle Core Technology
Oracle CRM/ERP
MS Word - MS Excel - MS PowerPoint
Adobe Photoshop

Hobbies

Individual and collective sports like football and snowboard (teacher) and golf
Cinematographic and photographic arts
Contemporary and classic painting
Sculpture and modelage

I will come back in Bangkok for the month of february for jobs' interviews and would be happy to meet you to discuss about opportunities as I want to relocate in Bangkok.