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Senior Consultant

WORK EXPERIENCE

2002 - 2004	Personnel project , Software company creation Creation of CRM software (Customer relationship Management)
2001 - 2002	Senior Presales Consultant , Serena Software Presentations creations (sales and technical), demonstrations and installations of the following products : ChangeMan DS for distributed systems, ChangeMan ALM for Application Life Cycle Management, ChangeMan WCM for Web Code and Content Management.
1999 - 2001	Tivoli Services Consultant , IBM, Tivoli Services Installation of Administration and Supervision environment Tivoli tools on MQSeries platforms as OS/390 and distributed systems on large European accounts using Tivoli products : Chase Manhattan Bank (UK), Barclays Bank (UK), Natwest (UK), GAD (Germany).
1994 - 1999	Hot-Line System Engineer then Presales System Engineer , Candle Presentations creations (sales and technical), demonstrations, installations of automation and supervision tools on heterogeneous system platforms.
1990 - 1994	Hot-Line Manager , Software A.G. Hot-Line team Management (7 people).
1988 - 1990	Presales System Engineer , Wang Consultant in relational database utilisation and in organisation of software package development..
1984 - 1988	Research and Development Manager , IMPULSION, French Software Company Management of R&D team, creation of 4GL on HP 3000 (4 people).
1976 - 1984	System Engineer , Hewlett-Packard Customer support, training on HP3000, HP250 systems, and part of scientific systems such as HP98xx et HP9000.

TECHNICAL SKILLS

Operating Systems	IBM MVS, DOS/VSE, VM/CMS, AS/400, Microsoft Windows 9X, NT, 2000, XP, Unix (HP-UX, Sun Solaris, IBM AIX, SCO, Linux), HP3000/MPEiX
Languages / Scripts	SQL, Cobol, Fortran, Basic, SPL (HP), Natural (SAG), Pascal, Assembler, Java, HTML, XML, PHP, ASP,... WebSphere, WebLogic platforms ...
Tools, Web	Microsoft (WORD, EXCEL, POWERPOINT, PROJECT), Lotus Notes, Dreamweaver, Photoshop,...
Data Base	DB/2, Adabas, MySQL, Oracle, Sybase, Microsoft SQL Server, Informix
Administration/ Supervision tools and others	Tivoli, Candle, MQSeries, MSMQ, SAP/R3, PeopleSoft

COMPETENCE

Team management	Use and prepare budgets, make forecasts, keep records and make adjustments to meet objectives
Product installations	Analyse and plan tasks, test and validate products, transmit knowledge to customers
Technical consultancy to sales team	Apply technical knowledge to help sales representative team members achieve their goals
Follow-up of customer accounts	Animate meetings, manage relations, supervise on-site actions
Presentations creation	Use of company tools and software together with Microsoft standard software
Answers to Proof of Concepts	Dialogue with future clients, discuss needs and points of view then create reports
Tools / Software demonstration	Convince customers of adequate solutions, adapt, test and validate them with the clients
Customer training	Animate training courses, promote solutions, develop or adapt new courses
Project management	Manage the different projects
Performance management	Perform audits, then create reports and make sure the customers apply the solutions
Collaborate with laboratories	Propose new function development, exchange views, discuss needs
Solution development	Observe the existing situation, create action plan, make the appropriate developments
Product support	Manage the products and their defects, make the laboratories aware of product problem situations
Bug and problem fixes	Diagnose the problems, find the by-passes, manage the incidents (tracking)
Press relations	Dialogue and inform reporters, animate meetings and conferences
Technical product manufacturing	Conceive and manufacture and test products

EDUCATION

1974 – General Certificate of Education. Option Mathematics and Sciences.
1976 – Technical University of Cachan : Electronics degree.
1976 – Maintenance Technician training at CONTROL DATA Institute.
1986 – Project Management training (Integrated Computer Systems - Learning Tree).

English : Fluent
German : Good knowledge

Age 49, married, 1 daughter (16).
Other skills : Photo, Ski, Cinema, Web site creations