

# Strategic Account Executive

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## EXECUTIVE SUMMARY

**Strategic Sales Leader** with 30+ years of experience managing global accounts (CAC 40, S&P 500). Combines an Executive MBA with a Master's in Artificial Intelligence to drive complex digital transformations (Cloud, Industry 4.0, Edge AI). Proven track record in managing portfolios up to **€120M** and leading multicultural teams of 300+ professionals. **Expert in high-level C-Suite negotiations** and long-term revenue growth.

## CORE COMPETENCIES

- **Business Strategy:** P&L Management, 3-Year Strategic Account Planning, C-Level Relationship Management.
- **Technical Expertise:** AI/Machine Learning, Cloud Architectures (AWS, Azure), Integration & Managed Services.
- **Industry Focus:** Banking & Finance (Subject Matter Expert), Retail, Manufacturing, Healthcare.
- **Skills:** RFQ/RFI/RFP submissions, Hunting & Farming, Contract management, Monitor account performance, Leadership and ability to unite, Customer service oriented, Teamwork, listening, innovation and creativity, and much more

## MAIN PROFESSIONAL EXPERIENCE

### **INFOSYS | Executive Senior Client Director (Banking & Finance) | Jan 2022 - June 2025 | 3.5 years**

- **Strategic Account Leadership:** Spearheaded global "Hunting & Farming" strategies for a Tier-1 Banking portfolio (BNPP, SocGen, BPCE, Crédit Agricole), managing full P&L and complex digital service renewals.
- **Revenue Excellence:** Exceeded annual sales targets by 25%, delivering \$10M in revenue (vs. \$8M target) through high-value RFP wins and strategic upselling.
- **Global Delivery Management:** Led a cross-functional, offshore/nearshore team of 150+ FTEs (India/EMEA), ensuring the delivery of high-stakes digital transformation projects.

### **INETUM | Executive Client Delivery (Retail Division) | May 2020 - October 2021 | 1.5 years**

- **Cloud Transformation:** Directed a large-scale AWS Cloud transition for the Groupe SEB account across France, Portugal, and Morocco.
- **Operational Excellence:** Achieved 100% on-time and within-budget delivery for a €10M contract, significantly improving infrastructure scalability.

### **ALTRAN-CAPGEMINI | Global Account Director (Banking & Insurance) | April 2019 - April 2020 | 1 year**

- **Portfolio Management:** Hunting & Farming, Exclusively managed the Société Générale global account, overseeing a **€20M portfolio** and a team of 200 consultants across the EMEA region.

### **ATOS | Senior Client Executive (Multi-Sector) | June 2005 - March 2019 | 14 years**

- Hunting & Farming, Drove growth and retention for strategic accounts: SocGen, BNPP, AXA, LBP, Worldwide.
- **Achievement:** Scaled annual revenue from €15M to **€25M** (leading 300 FTEs).
- Successfully transitioned Time & Material contracts into structured Managed Service Centers.

## EDUCATION, CERTIFICATIONS & PUBLICATIONS

- **Executive MBA** | Paris Dauphine | UQAM Montreal | 2019
- **Master's Degree 2 (MSc) in Artificial Intelligence & Computer Science** | Paris 6 University (UPMC) | 1994
- ITIL Certification | IT Service Management Frameworks | 2005
- Advanced Scientific Research (DU) | Sorbonne/Paris 6 | UD SU: [Structure of the Universe](#) | 2015
- Author: "[Outsourced Transition Management: A strategic lever for corporate transformation](#)" | 2025 .