

# Global Sales Director – Global Account Director

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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.
- **Industry Focus: Banking & Finance** (Subject Matter Expert), Retail, Manufacturing, Healthcare.
- **Technical Expertise:** AI/Machine Learning, Cloud Architectures (AWS, Azure), Integration & Managed Services.
- **Skills:** RFQ/RFI/RFP submissions, **Hunting & Farming**, **MEDDIC** methodology, Contract management, Monitor account performance with KPI, Leadership and ability to unite, Customer service oriented, listening, innovation and creativity, B2B SaaS Sales, Team management & Team-cowork, Revenue growth, All **CRM**, and much more

## MAIN PROFESSIONAL EXPERIENCE

**INFOSYS** | Executive Senior Client Director (Banking & Finance) | Jan 2022 - April 2026 | **3.5 years**

- **Strategic Account Leadership:** Spearheaded global "**Hunting & Farming**" Worldwide strategies for a Tier-1 Banking portfolio (BNPP, SocGen, BPCE, Crédit Agricole), managing full P&L and complex digital service renewals with **CXO**.
- **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** Worldwide **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 .

## CENTER OF INTEREST

- Management Science, Computer Science, Artificial intelligence, Robotics, Coding, Mathematics, Physics, Astrophysics, Cosmology, Badminton, Tennis, Ski, Roller, All types of music