

Expert in Sales Performance Motivation and professional speaker at conventions, conferences, seminars and workshops in English and French

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| Summary | Expert in sales effectiveness and performance motivation of teams. Consultant in international business: sales, marketing and alliances in IT, internet services, telecoms, software and information services. Development and execution of Go-To-Market strategies, recruitment of channel partners and management of international sales channels. An Australian national resident in France for 20 years. |
| Core Skills | <ul style="list-style-type: none"> • Leading organisations to achieve business objectives through periods of major change: start-up, turn-around, realignment, post-merger integration • Developing new businesses in markets undergoing rapid change • Building sale teams with specific competencies and sales skills • Recruiting new Business Partners and Resellers • Wide range of management and sales management experience, working in Multinational and smaller companies • Started new businesses by opening up new geographical sales territories, such as Central & Eastern Europe, Greece, Portugal and Israel • Extensive experience operating in multicultural business environments • Excellent interpersonal and communication skills • A motivator, self-starter, team builder and leader |
| Career History | |
| Sept 2004 – | <p>President and CEO SalesChannel Europe SARL</p> <p>Expert in Sales Performance Motivation and professional speaker at conventions, conferences, seminars and skills workshops in English and French</p> <ul style="list-style-type: none"> • Expert in sales effectiveness and performance motivation of teams • Business consultant specializing in international sales channels • Development, validation and execution of Go-to-Market strategies, partner recruitment channel management • Clients: Alexander Hughes (BE), AustralianSuper (AUS), Bombardier Transportation Services (DE), Bouygues Telecom (FR), Datastream - Infor, (FR), DowJones (FR/SE), EDF (FR), GL Trade – Sungard (FR), GMAC Financial Services (UK), Indec Consulting (AUS), MCI Group (CH), Microsoft EMEA, Netcentrex - Comverse (FR), Orange Group (FR), Orange Business Services (FR), RBS Factor (FR), Sercel (FR) |
| Feb 2003 to Aug 2004 | <p>Vice President, Sales & Marketing NTT/Verio</p> <p>Verio Inc. is a leading Web Hosting provider with over 500,000 customers worldwide focusing on SME and Enterprise segments. Channels to market include Retail via online sales, reseller partner channel, white label OEMs and direct sales. Verio is part of NTT Communications (Japan)</p> <ul style="list-style-type: none"> • Led SME Business Unit in Europe. \$15M, 21 people (UK, GE, FR, SP, NL) • Won back major OEM customer in Europe. \$1.7M p.a. • Developed sales teams and built new partner channels • Led sales engagements with major customers – Telcos, ISPs and Larger Reseller Partners • Executive sponsor for Major European Customers and Strategic Partners including Microsoft EMEA |
| Apr 2000 to Oct 2002 | <p>Vice President, Global Accounts INTEGRA/GENUITY GROUP</p> <p>GENUITY INC (Paris, France). A leading Internet Infrastructure Services and eBusiness Hosting Services provider with annual revenues of \$1.2B.</p> <ul style="list-style-type: none"> • Developed a company-wide Global Accounts Program and implemented the program in Europe. • Led sales activities to 30 named Global Accounts in UK, France and Germany. |

- Coordinated US and European Account Teams working on key, large account business - AXA, Schneider Electric and Vivendi-Universal
- Member of the European Executive Management Team.

Vice President, Sales & Alliances *INTEGRA SA*

INTEGRA SA (Paris, France). A pan-European Internet Services and Web Hosting Provider with annual revenues of 50M€. Genuity acquired Integra in Sept. 2001.

- Responsible for achieving sales objectives of Group - 50M€ revenue and held functional responsibility for 110 sales people operating in 9 countries
- Coached and developed Country Sales Managers. Recruited and selected key members of sales force across Europe
- Put in place Sales Reporting, monthly Country Sales Reviews and Quarterly Sales Managers Meetings
- Member of Executive Management Team

1995 to 2000

Sales & Marketing Manager *BRITISH TELECOM*

BRITISH TELECOMMUNICATIONS PLC (Paris, France). An International Telecoms Operator with annual revenues of \$24B.

- Overachieved P&L target and moved operation into profit
- Achieved revenue growth of 170% in FY98-9 over previous year
- Won significant new Voice Reseller and ISP business in region - £15M
- Appointed new Distributors in Sales Region of Central and Eastern Europe
- Launched Concert Data Services in 6 countries in sales region
- Expanded sales team and introduced sales culture and performance focus

1988 to 1995

Regional Sales Manager *DATA GENERAL*

DATA GENERAL CORPORATION (Paris, France). A Fortune 500 IT company with revenues exceeding \$1.2B and 6000 employees worldwide.

- Recruited, trained and managed sales through a network of 8 Distributors working in 5 countries
- Grew revenues from zero to \$3M through Distributors in region
- Achieved average annual revenue growth of over 100% p.a. (1990-1993)
- Qualified for Million Dollar Club 1993 (exceeded 125% of revenue goal)

Marketing Manager

- Successfully launched major new product lines in key markets in Central and Eastern Europe, the Middle East and Africa. Within first 12 months over 50% of equipment revenues came from new products
- Planned and managed first ever, live via satellite, new product launch in Central and Eastern Europe in Budapest, Hungary
- Created and implemented pricing programs to attack major competitors

1986 to 1988

Major Account Sales *RACAL REDAC*

RACAL REDAC (Paris, France). A member of the RACAL Electronics Group (UK) specializing in Computer Aided Engineering software applications. Responsible for sales to Major Accounts in Paris region including Alstom, and Telemecanique. Won prestigious new name account - Ingenico

Education

- Executive Leadership Program – London Business School (2004)
- Post Graduate Diploma in Marketing (1980-1982), David Syme Business School, Melbourne, Australia
- Bachelor's Degree in Electronic Engineering (1972-1976), Swinburne College of Technology, Melbourne, Australia

Personal

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