

# SENIOR SOFTWARE PRESALES CONSULTANT



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SOLUTION CONSULTING  
DIGITAL MARKETING  
TECHNICAL CHALLENGES  
CLOUD-BASED SOFTWARE  
STORYTELLING

With more than 10 years of experience as a software presales consultant, I am particularly rigorous, business oriented and able to engage with IT experts as well as business stakeholders or CxO's. Strong expertise in cloud-based software solutions.

## CIAM PLATFORM SENIOR SOLUTION CONSULTANT

2017-Now

ReachFive

Paris, France

- Customer Identity and Access Management (CIAM) Senior Solution Consultant for Europe (France, Spain, Germany).
- RFIs and RFPs answers, custom demonstrations and presentations for very technical and business stakeholders, including VCs for fundraising.
- Sales and partners enablement and onboarding on the new features.
- Development and maintenance of the demo environment.
- Customers: E.Leclerc, Boulanger, Olympique de Marseille, Lacoste, Leroy-Merlin, Norauto, Hachette, Ouibus, Monoprix, L'Occitane.

## MARKETING CLOUD SENIOR SOLUTION CONSULTANT

2012-2017

Adobe

Paris, France

- Adobe Campaign specialist (formerly Neolane) on all the sectors, then promoted to Adobe Marketing Cloud generalist, dedicated to the FSI and Retail Sales BU as the main presales resource.
- RFIs and RFPs answers, link between the professional services, partners and sales department in order to provide the best solution to our customers.
- Customers: Ubisoft, Bledina, ID Group, Banque Populaire, Travelex, Sergent Major, Norauto, Système U

## SOFTWARE SOLUTION CONSULTANT

2006-2012

Pitney Bowes Software

Paris, France

- Generalist presales consultant for Southwest Europe on Marketing Automation and Data Quality software solutions.
- Mail and print streams management solutions expert.
- Expertise and project management missions.
- Customers: Generali Assurances, Société Générale, Engie, URSSAF, MMA, Maroc Telecom, Sodexo

## PROGRAMMER-ANALYST

2004-2006

Docapost DPS

Asnières, France

- Composition and post-composition project management and development (PostScript, AFP, PCL print streams).
- Languages : StreamWeaver ( post-composition), PHP, Delphi
- Customers: Boursorama, BPCE, Dexia, Renault, ADP-GSI, Daimler-Chrysler

## LANGUAGES



## MINDSET

- Results oriented
- Proactive
- Rigorous
- Autonomous

## EDUCATION

- 2-year Computer Sciences diploma (BTS)
- Literary high school diploma (advanced English)