

EDUCATION

- 2003-2008** **Master Degree : Network, Telecommunication and Information Technology** EPMI Graduate Engineering School.
Cergy/France
<http://www.epmi.fr> - ECAM Group (*Telecom, Network, IT, Sales engineering, Market analysis...*)
- 2003** **Scientific Baccalaureate** specialization in physics – French National High School Diploma – *Pontoise/France*

PROFESSIONAL EXPERIENCE

- Current** **Fonex Data System – Pre sales engineer – Large Account (Europe/Canada).** *Montreal/Canada*
24 months Pre sales engineer for optical transport (passive and active) product line : **LambdaGain**
Architecture, design and sales of innovative and turnkey solutions for French, Italian and Canadian ILEC/CLEC on various subjects such as :
- Increasing the capacity of fixe and wireless network with multiplexing technologies
 - FTTx deployment for Residential and Business customer
 - Third party optics/equipment introduction to reduce CAPEX
- Very good end to end knowledge of the telecom market (Component manufacturer to end customer)
+4M\$ Revenues for the next 2 years with a very good growing potential
- 2008** **Fonex Data System – Pre sales engineer – Internship.** *Montreal/Canada*
6 months Product line development (Transceiver, PON Splitter, Mux/Demux) with PLM
New Product Introduction process and multi-sourcing implementation for optical transceiver (SFP, XFP)
Technologies : xWDM, xDSL, FTTx, PON
- 2006/2008** **President of the EPMI Junior Achievement – Small Business Company managed by students – Cergy/France**
20 months Team Manager, Business development, Partnership with international companies
Project studies, IT & Network Integration, Technological monitoring
Project Manager for the French Army, developed a software to manage Defense Secret delegation
- 2006/2007** **E.T.I.T Telecom – Pre sales Engineer – Internship – Saint Ouen/France**
4 months Studied and answered market offers for Public companies in network **VOICE/DATA**
Set up a VoIP and remote Call Center offers for midsized companies on **Alcatel** Omnipcx Office/Enterprise
Set up the solution for Business Services (Security, Costs, Statistics) and processes
2 Public offers and 2 Private contracts signed – Global Amount 66K€
- 2005 09/10** **ATOS ORIGIN INTEGRATION - Internship – Paris la Défense/France**
Telecom Department
Administration, structure and maintenance of the network

SKILLS

- Telecom** Excellent knowledge in optical transport market (DWDM, CWDM, PON, Ethernet, SONET/SDH...)
Good knowledge of North American, European Cablo and Telco architectures
Good knowledge of RAD, MRV, Nortel, Alcatel equipment
- Software** Microsoft Office (Word, Excel, PowerPoint), Visio, Gantt Project, MindManager, Dreamwaver, Photoshop
- Languages** C, C++, HTML, PHP
- Other** Strong presentation and communication skills, very good customer contact.

FOREIGN LANGUAGES

- French** Fluent
- English** Fluent (Working in english environment)

ACTIVITIES

- Association** **President of the Student Union** 2004/2005 & Member 2006/2007
Planning of entertainment activities. Staff, budget and schedule manager.
Vice president of the IPSL Federation 2005/2008 - <http://www.ipsl-edu.com>
- Voluntary** Ex Firefighter
- Internet** Blogs, Web 2.0, Mobility