

Martial Villemin

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OBJECTIVE

Strong of a 9 years experience as account manager and sales manager in technical & I.T. solutions, my objective is to sell high tech solutions

WORK EXPERIENCE

ECONOCOM GROUP

<http://www.econocom.com/fr/>

European leader in B-to-B IT leasing and infrastructure services
4,000 employees, 2.2 billion USD annual revenue, (Nanterre, France)

2009 – 2011

Area Sales Manager

- Manage a team of 4 Account Managers
- Improve the team's skills in the leasing business
- Provide training for selling IT services (sales pitch, putting together a proposal)
- Management of strategic client meetings (10 appointments/week)
- Implement and maintain Best Practices
- In charge of upward reporting and downward communication
- **Notable achievement: out of 30 sales territories, achieved 4th highest sales revenue for 2010. Reached 120% of target objectives**

2005 – 2009

Account Manager

- responsible for new business development
- Targeted high-potential prospects (IT asset base of over 500 PCs)
- Offered financing solutions for IT equipment, tailored to clients' technical, financial and fiscal requirements
- Promoted IT outsourcing packages and server infrastructure hosting solutions
- Sold professional services (migration, IT relocation, etc) and multiplatform maintenance contracts (HP, IBM, DELL, CISCO, EMC²)
- Prospecting high level of the company, including Senior Management, CFOs and CIOs
- Coordinated a network of partners (Societe Generale bank, systems integrators)
- 10 clients/ prospects meeting each week
- **Notable achievement: was among the top salesmen for 4 years running. Ranking based on 3 weighted criteria : annual revenue, gross margin, and new clients**

MICROPROSS

<http://www.solid-transport.com/>

Software developer for the transport and logistics sector. 50 employees,
20 million USD annual revenue in 2010

2003 - 2005

In charge of the sales department and distribution network in France and overseas

- Direct sales: Developing the client portfolio: prospecting, negotiation, integration and maintenance. Client base ranged from middle companies to key accounts.
- Indirect sales: Coordinated a network of 15 distributors in France and overseas
 - Coordinated sales actions, daily "deal watch"
 - Selected new distributors and partners (France, Benelux, Germany, and Italy)
- Project Manager for software for the arrival of the "digital chronotachograph" (this device controls the activity of the truck drivers), working with the French Ministry of Transport

BOUYGUES TELECOM

www.bouyguetelecom.fr/

Mobile Operator for individuals and businesses
7 000 employees, 7 billion USD in 2010 (Boulogne, France)

2001

Assistant Account Manager in BtoB division

- In charge of prospecting subsidiary of groups who had signed a master agreement
- Customer appointment, identifying needs, presenting the offering

- In charge of finding new business partners for the account manager

E.C.S. Subsidiary of the SOCIETE GENERALE Bank, specialized in IT leasing and services
300 employees, 80 million USD (Karlsruhe, Germany)

2000 **Financial control internship, In charge of :**

- sales dashboard implementation
- Financial and Human Research, turnover and gross margin by headcount

EDUCATION & TRAINING

2010 Selected for high potential management training course. Topics included: performance management, teambuilding, communication skills

2000-2002 Master Degree. Graduate of the Lille Business School (Ecole Supérieure de Commerce de Lille). **Majored in Sales Negotiation**

1997-2000 Bachelors degree in **International Sales and Business**, University of Economy, Paris XII.

LANGUAGE SKILLS Native French
Advanced English (writing, reading, speaking)
Advanced German (writing, reading, speaking)

COMPUTER Strong Knowledge of the Microsoft Office tools: Word, Power Point and Excel
Advanced use of internet new businesstools: Kompass, Scoring tools, and differents data base for prospecting

HOBBIES AND AREAS OF INTEREST

Sports Tennis (was member of a tennis club for 7 years), swimming, surfing, scuba diving
Hobbies Keen interest in automobiles sector (motor shows, meetings, specialist press, etc)

**ABILITY TO WORK IN THE U.S.A.
VISA L2 (HOLDER OF EMPLOYMENT AUTHORIZATION CARD)**