



ACCOUNT EXECUTIVE

More than 20 years in enterprise software business
Strong sales and technological background

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CAREER OBJECTIVE

Committed for more than 20 years in the enterprise software markets, I have capitalized on a wide variety of business experiences and strong technological background. In a highly competitive market, I offer this know-how for supporting ambitious business challenges to accelerate digital transformation.

SKILLS

PROSPECT	PROPOSE	CLOSE
Define and execute a territory and account plan	Discover customer pains and business requirements	Create and maintain trusted relationship with decision makers
Develop new markets and increase market share	Identify decision-making process	Align customer's organization with company's executive sponsors
Expand the value inside accounts and win new customers	Create value propositions	Manage negotiation process
Manage alliance network	Present and defend sales proposal	Manage customer satisfaction
Report accurate forecast		
English - Professional working proficiency		

WORK EXPERIENCE

- Since 2014** **BUSINESS DEVELOPMENT** **SATT SUD EST**
 Promoting know-how from public research laboratories to private domain in the field of Information Communication & Technologies – *Decision Makers: CTO, CEO*
 - Negotiation and signature of 9 licenses agreements
- 2012 - 2013** **KEY ACCOUNT MANAGER** **VEDALIS**
 Definition and Implementation of Go To Market Strategy for a Knowledge Management SaaS Platform – *Decision Makers: HR Manager, CTO*
 - Transformation of business opportunities (success rate 30%)
 - Creation and management of alliance partners network
- 2011 - 2012** **HEAD OF BUSINESS DEVELOPMENT** **MG ASSOCIES**
 Consulting company dedicated to sales performance management - Revenue: €180,000
 - Provide services for IT SMB companies to acquire new markets in South-East region of France
- 2011 - 2011** **KEY ACCOUNT MANAGER** **BUSINESS & DECISION**
 Selling implementation Services for Business Intelligence, CRM and Digital transformation- Revenue: €800,000
 Large Accounts, Mid-Caps, SMB and Regional authorities – *Decision makers: CIO, CFO*
- 1990 - 2011** **ORACLE FRANCE**
2004 - 2011 CONSULTING SALES REPRESENTATIVE
 Selling complex solutions covering Applications and Core Technology – Revenue growth: €1,6 M to €4 M
Market sectors: Manufacturing, Retail, Distribution, Media, Energy, Transportation
Decision makers: CIO, CFO, HR Manage
 - Upsell and new customer acquisition on sales territory, close coordination of multidisciplinary team's work – Main achievement: Services €2M and Licenses €450,000
 - Master agreements with large accounts – 500% of revenue growth in 3 years
 - Transactional selling of business and technical expertise (30% of overall revenue)
- 1990 - 2004 SOLUTION ARCHITECT**
 Business Consulting and Technical Architecture – Business processes optimization of major international industrial groups (Procurement, Manufacturing and Supply Chain)
 - ERP, CRM, Business Intelligence, Database Architecture implementation (more than 50 successful projects delivered – Distinction: Architect of Success in 1998)
 - Pre-sales management for new customers acquisition – (Distinction: Golden Oracle in 1992)
 - Contracting Authority Support and Project Management Support

EDUCATION

2015	WORKSHOP ON FINANCIAL EVALUATION OF TECHNOLOGIES AND TRANSFER – LICENSING NEGOTIATION - EUROPEAN INSTITUTE FOR ENTERPRISE AND INTELLECTUAL PROPERTY
2005	VALUE BASED SELLING – INFOMENTIS INTERNAL WORKSHOP (ALTIFY)
2005	FROM PROSPECTION TO ACTIVE REFERENCES – CONTINUOUS LEARNING KRAUTHAMMER
2002	CERTIFIED PRODUCTION & INVENTORY MANAGEMENT - AMERICAN PRODUCTION & INVENTORY CONTROL SOCIETY
2001	ACCREDITED PURCHASING PRACTITIONER - INSTITUTE OF SUPPLY MANAGEMENT
1998	MSc – COMPUTER SCIENCE - CONSERVATOIRE NATIONAL DES ARTS & METIERS
1990	BTEC HIGHER NATIONAL DIPLOMA - IUT D’AIX-EN-PROVENCE

NON-PROFESSIONAL ACTIVITIES

Treasurer of Lions Club Marseille Metropole
Administrator of French Armenian Chamber of Commerce and Industry
Member of Club Informatique Provence Méditerranée

Tennis – 30/3
Half-marathon
