



Frédéric LACROIX
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Mobile: +33 6 73 09 35 42
Date of Birth: 05/21/1963
Professional English

SENIOR CYBERSECURITY SALES SPECIALIST

PROFESSIONAL CAREER

Sales Expert in IT (Applications, Networks, Collaboration, Data Centers, Cloud...), Specialist in Cyber Security for over 15 years,

2022 -2023: Senior Security Sales Specialist at Proofpoint Europe

Responsible for email fraud defense and secure relay solutions email as a service, to secure commercial compromises of the email with DMARC protocol and as managed services,
Teamwork with security pre-sales, account managers in Europe on all verticals, \$1.5M/year, 120% completion
DASSAULT SYSTEMES - EFD - \$180K/3 years
ROCHER GROUP - EFD - \$150K/3 years
AXA - SER - \$120K/3 years
IVECO - EFD - \$210K/3 years

2021-2022: Senior Security Sales Specialist at Dynatrace France

In charge of Dynatrace "Application Security as a Service" solutions, AppSec, to visualize vulnerabilities in Java, .Net, PHP applications (physical servers, virtual servers, multi-cloud containers, Kubernetes and microservices) and attached services,
Teamwork with Pre-Sales Security Engineers, Customer Success Managers and Account Managers in France across all Vertical Sectors, \$1M/year, 100% realization
CREDIT AGRICOLE - AVEM AppSec for 500 HU - 100K\$/Year
CREDIT AGRICOLE - IFCAM AppSec for 500 HU - 100K\$/Year
CEGEDIM AppSec for 1000 Hus - \$200K/year
STELLIANT – AppSec for 500 HU – \$100K/year

2020-2021: Senior Regional Key Account Sales Manager at CrowdStrike

In charge of CrowdStrike "Cloud Security as a Service" solutions, Falcon EDR/EPP for secure endpoints (smartphones, workstations, IoT, servers, virtual servers, cloud containers) and compromise assessment services,
Teamwork with Pre-Sales Engineers, Customer Success Managers, "Technical Account Managers" & Dedicated Architects in France on Major Accounts Industries/Services, \$1.5M/Year, 100% completion
THALES DIS - Falcon EDR for 100 Servers - \$100K/Year
DASSAULT 3DS – Assessment of compromises for 100 servers – \$150K/year

2018-2020: Regional Key Account Sales Manager at Zscaler

In charge of Zscaler "Cloud Security as a Service", ZIA solutions to secure access Internet (SaaS like Office 365, Salesforce...) & ZPA to secure private access of applications (IaaS like AWS, Azure, Google Cloud...),
Teamwork with Pre-Sales Engineers, Customer Success Managers, "Technical Account Managers" & Dedicated Architects in France on Major Accounts Industry, \$1.3M/Year, 110% completion
RATP-Dev – ZIA for 2500 users - \$100K/Year
THALES TGS – ZIA for 23,000 users - \$1.4M/3 Years
WFS (Worldwide Flight Services) – ZIA for 5,000 users - \$360K/Year

2014-2018: Cybersecurity Sales Specialist at Cisco France

In charge of Cisco security solutions for the Industrial and Retail Markets and Services, as a Cyber Security Specialist, I sold content security (Hybrid Email & Web Security), network security (NGFW & IPS), secure access (VPN) and authentication (802.1X/NAC).) and Advanced Threats Solutions/EDR (AMP & ThreatGrid), Teamwork with Sales Engineers, Account Managers and Dedicated Pre-Sales Engineers in France, \$5M/Year, 100% completion
ACCOR – Email & Web security appliance for 35,000 users – \$800K
L'OREAL – Cloud Web Security for 50,000 users – \$800K
TOTAL – IPS, Cloud Web & Email Security for 70,000 users - \$1.5M

2012-2014: Cybersecurity Sales Specialist at Cisco France

In charge of Cisco security solutions for the Public Market,
As a Cyber Security Specialist, I sold content security (Hybrid Email & Web Security), Network Security (NGFW) & Secure Access (VPN) & Authentication (802.1X/NAC). Teamwork with Sales Engineers, Account Managers and Dedicated Pre-Sales Engineers in France, \$5M/Year, 100% completion
BDF – AMP, Email & Web Security Appliance for 30,000 users – \$800K
BPI France – Advanced Malware Protection for 2,500 users - \$200K
CDC – Email & Web Security for 60,000 users – \$1.2M
THE POST – NGFW for DC – \$500K

2010-2012: Security Sales Manager at Cisco France

In charge of Cisco security solutions for the Financial Market (Banks and Insurance), in
As a Cyber Security Specialist, I sold content security (Hybrid Email & Web Security), network security (NGFW & IPS), secure access (VPN) and authentication (802.1X/NAC) and Advanced Threats Solutions/EDR (AMP and ThreatGrid)
Teamwork with Sales Engineers, Account Managers and Dedicated Pre-Sales Engineers in France, \$4M/Year, 110% completion
CREDIT AGRICOLE – Email & Web Security for 100K users – \$2M
BPCE – NGFW & Email Security for 60,000 users - \$900K
BNP PARIBAS – Email security for 120,000 users – \$1.2M

2008-2010: Security Channel Manager France at Cisco/IronPort France

Sales Team Leader with 2 Internal Sales Representatives,
In charge of indirect sales, channel development and market growth
Cisco/IronPort Intermediary,
Content Security (Email & Web Security) \$20M/Year including significant projects in all Sectors (Finance, Industry, Retail & Services, etc.) with the Content Security offer versus BlueCoat, Websense & Symantec,

2007-2008: Key Account Manager at IronPort South Europe

In charge of sales of content security solutions (email and Web) of IronPort in the Industry and Transport Market,
3M\$/Year, 180% completion
SNCF – Email & Web Security for 55,000 users – \$900K
AIR FRANCE – Email & Web Security for 50,000 users - \$800K
RENAULT – Web Security for 50,000 users – \$700K
PSA – Web Security for 55,000 users – \$800K

2004-2007: Sales Manager France at F5 Networks France

Management of the French Sales Team,
Within the Southern Europe Division, for the France Market, Development & Large Sales Accounts. Local Traffic Management (LTM), Global Traffic Management (GTM), Application Delivery
Networking (AND), VPN-SSL and Application Firewalls
\$5M/year, 155% completion
CRÉDIT MUTUEL – LTM – \$1.5M
AIR FRANCE – LTM – \$200K
SFR – LTM & GTM – \$700K

KELKOO – LTM & GTM – \$500K
CRÉDIT AGRICOLE – LTM – \$200K
SAVINGS BANK – LTM – \$1M

2000-2004: Global Account Manager at Nortel Networks France

In charge of an International Strategic Account in the Financial Sector: BNP PARIBAS,
Management of a Local Sales Team

International Account Management (EUROPE, AMERICAS & APAC)
Within the Strategic Corporate Accounts / Business Network Solutions Division,
Sales Development for Optical Solutions (DWDM/CWDM), Smart Internet (LAN,
WAN, IP-VPN, CDN and VoIP) and E-commerce (call centers and CRM)
8M\$/Year, 100% achievement
BNP PARIBAS – LAN & VoIP deployment for new PARIBAS sites in France – \$3M

1999-2000: eBusiness Sales Manager at Nortel Networks France

In charge of eBusiness Solutions (Call Centers Symposium, CRM Clarify & IVR Peripherals)
Sales Development in Strategic Business Accounts
5M\$/Year, 120% achievement
DGI – CRM for regional Call Centers in France – \$2M
BNP PARIBAS – Call Centers – \$1.5M

1996-1999: Account Manager at 3Com France

In charge of the Local Authorities and Health Market (CCI, CG, CR, CHU, Hospitals,
Clinics...)
Public Sector, Major Accounts Division, Sales of Network equipment (ATM, Gigabit, etc.)
4M\$/Year, 110% achievement
COLMAR HOSPITALS – ATM LAN & MAN – \$1.5M
ST CLOUD HOSPITAL – Gigabit LAN for scanner networking – \$500K
BOULOGNE TOWN HALL – Ethernet LAN – \$500K

1992-1996: Account Manager at GETRONICS-WANG France

In charge of Sales of Network Solutions for Key Accounts in the “Utilities” Sector
(EDF, CGE, SUEZ, INTERPOL...)
Sales & Integration Division of Electronic Document Management Solutions, Workflow,
Archiving & Networks
3M\$/Year, 115% achievement
EDF – IBM AIX Server Archiving - \$1.5M
INTERPOL – Application Workflow – \$1M

1984 -1992: Product Manager at BULL France

In charge of “Mid-Computing Line – GCOS 6/Level 6” Systems,
Within the France Sales Department, in charge of Development of the Department of
IT Sales,

EDUCATION

Bac F3 Electrotechnics - Lycée Gustave Eiffel Cachan - 1981
Electronics Engineer – IFTIM – 1983
Sales Development – Esprit – London – 1992
Target Account Selling – Amsterdam – 1996
MEDDIC – Frankfurt - 2019

MISCELLANEOUS

Married, 2 Children - Driving license B
Practice of Tennis, Mountain Biking & Skiing - Classical Music, Jazz and Rock
Military Service – Head of “Engineering” Section at the 9th RG of Neuf-Brisach