

Commercial
management .
Sales Force
Customer
support

Stephane HENON

Director of sales , European Sales manager , key Account manager



Geographical mobility: P.A.C.A. / Business trips -> international

skills	EXPERIENCES	EDUCATION
<p>► FUNCTIONAL MANAGEMENT Animation of a network of representatives, distribution and VAR (converter) for better coverage of the geographical area and increase revenues</p> <p>► SALES STRATEGY Declination and development of the strategy and commercial policy at the European level, development of the Europe budget to achieve the objectives defined by society at the global level</p> <p>► RECRUTEMENT OF PARTNERS (distributors) Negotiating commercial contracts to define a legal framework and increase revenues</p> <p>► COMMERCIAL DEVELOPMENT Development of new business relationships to maintain and increase revenues.</p> <p>► MANAGEMENT OF A SALES OFFICE Deputy Sales Director in charge of coordinating operations.</p>	<p>2016 - 2018 European Sales manager (EMEA) NEOGRAF (Manufacturing of flexible graphite sheets used in various electronics applications)</p> <p>2010 - 2016 Territory Sales Manager (France, Belgium Italy North Africa) previously Benelux, Spain, Portugal) LAIRD Technologie (Industrie Électronique)</p> <p>2006 - 2009 Key Account Manager (KAM) . deputy of the Western Europe director of sales QIMONDA Industrie Électronique</p> <p>1999-2006 Field Sales Engineer, Sales Engineer in charge of distribution INFINEON TECHNOLOGIE FRANCE, INDUSTRIE Électronique</p> <p>1994 - 1999 Junior Line Manager, Purchaser / Procurement SONEPAR ELECTRONIQUE (AVNET) Distribution of electronic components</p>	<ul style="list-style-type: none"> • Graduate of l'ISTEC (Ecole de commerce et de Marketing) • International business practices. (English -professional daily practice) • Good knowledge of the Microsoft Office Pack (Excel, Word, PowerPoint) • Autonomous, Flexible. • Certification Miller Heiman (Blue sheet and Gold sheet), Salesforce.com (CRM) <div style="border: 1px solid black; padding: 10px; text-align: center;"> <p>Need more ?</p> <p>Stephane HENON</p> <p>06 60 98 17 32</p> <p>Stephane.henon@gmail.com</p> <p>Aix en Provence</p> </div>