

## Account Manager

### **Bertrand Geiller**

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For more information visit [LinkedIn](#) and [www.geiller.fr](http://www.geiller.fr)

### Education and training

1990, 1993, 2004 & 2005

Excellence Sales Training by KRAUTHAMMER International (Paris and Nice - France)

1998      Sales Training by INFOTEAM Consulting – Winning Complex Sales / Managing Strategic Accounts (Freiburg - Germany)

1984 – 1986      Université de Haute Alsace à Colmar (French University)

1982 – 1984      Ecole d'Ingénieur ESCOM « Ecole Supérieur de Chimie Organique et Minérale » à Paris (Chemistry Engineering School)

1975 – 1982      Saint André Colmar (Saint Andrew College)

### Qualifications

1997      Certificate in Advanced English (University of Cambridge)

1987      Prüfung für Handelsdeutsch (German Business Language Diploma - Goethe Institute of Düsseldorf)

1986      Diplôme Universitaire de Technologie « Techniques de Commercialisation » (a two -year university diploma: Marketing, Sales, Financial Mathematics, Economics, Law, Business Languages, etc)

1982      Baccalauréat (High School Diploma – A Level: Mathematics)

### Languages

French:    mother tongue

German:    bilingual

English:    fluent

### Employment

**Currently (from December 2011)**

**Orange Business Services**

**Account Manager “Cloud” solutions**

**(IaaS, PaaS, SaaS, Backup and Disaster Recovery)**

Winning and development of new accounts

(Large regional accounts)

**From September 2010 to December 2011**

**TLM Com**

**Business Development Manager – Account Manager**

Winning and development of new accounts

**From July 2008 to May 2009**

**GRP Security Luxembourg**

**Managing Director**

Company reorganization (50 employees)

Business Development (government contract & large private accounts).

- May 2007 to June 2008:** **RANDSTAD Inhouse Services**  
**Senior Sales Executive & Manager**  
Account Management and new business development and team management (9 employees)
- January 2000 to April 2007:** **STORAGE TECHNOLOGY France**  
**(bought by SUN Microsystems in July 2005)**  
**Strategic Account Manager - SUN: Sales Principal**  
Global strategic account management (SNCF, CREDIT MUTUEL, CIC Group, ARCELOR MITTAL, PPR Group, AUCHAN Group, ALCATEL, DANONE Group, etc)  
Development of the northern and eastern French subsidiaries
- July 1998 to December 1999:** **DICOM Deutschland (currently KOFAX)**  
**Sales Director**  
Development of the new Storage Business Unit  
Winning and development of new VAR (EDM specialists with products from Kofax, Kodak, Fujitsu, etc)  
Building of new business relationships with software editors and hardware manufacturers in the computer storage area (Hitachi, Atempo, Legato, Syncsort, etc)
- August 1996 to June 1998:** **EMC<sup>2</sup>**  
**Senior Sales Executive**  
Development (creation) of the new subsidiary for the eastern part of France  
Winning and development of new accounts  
Training and hiring of new partners  
Account management of the CREDIT MUTUEL (worldwide)
- April 1994 to July 1996** **STORAGE TECHNOLOGY**  
**Regional Manager**  
Development of the of the subsidiary for the eastern part of France. Winning and development of new and existing customers
- July 1990 to March 1994** **COMPUTER ASSOCIATES**  
**Senior Account Manager**  
Winning and development of new and existing customers
- September 1986 to June 1990** **METSYS**  
**Sales Executive**  
Winning of new customers in the new subsidiary of the company (software solutions)

## Interests & Special Skills

Scuba Diving  
Ski  
Motorbikes  
Oenology