

Roland BOUZON		
#Open to work		
Address : 9 avenue du Onze Novembre 1918 Blagnac (F-31700) Email : rolandbouzon@gmail.com Mobile : +33 6 38 82 29 42 Driving licence (B)		
Languages		
<ul style="list-style-type: none">• English: C1 Advanced level (autonomous) Currently enrolled in a program at the Cambridge Center in Blagnac to maintain my C1 level and work toward achieving Grade A assessment.		
<ul style="list-style-type: none">• German: Working proficiency No formal assessment yet, despite living in Frankfurt (2001) and Hamburg (2004). My plan is to prepare in Q1 2025 and pass the German test aiming for B2.		
<i>Securing and prioritizing a job opportunity is my top focus over language certifications. I am ready to hold my language studies immediately upon starting a new position.</i>		

Interests		
<ul style="list-style-type: none"> Passionate about culture, I enjoy outings and sightseeing with my family. An enthusiastic but novice gardener, I also swim and hike as much as possible. Rugby player since high school. 		
Education	Start	Graduation
University Diploma of Technology	1998	1999
<ul style="list-style-type: none"> Civil Engineering (DUT GC) Université d'Artois - Béthune - France 		
Master in Business School	2001	2003
<ul style="list-style-type: none"> Master in Marketing and Sales Strategy Institut Supérieur Européen et de Gestion (ISEG) - Paris 		
Skills		
<ul style="list-style-type: none"> Technical Standards & Compliance: Systematic, detail-oriented, and respectful of operational procedures. In-depth knowledge of industry standards, with a solid understanding of validation processes specific to various sectors. Knowledge in tribology, hydraulics, mechanics, industrialization, electronics, and instrumentation. 		
<ul style="list-style-type: none"> Development & Processes: Skilled from registration in the bid list, RFI, Support, RFQ go-no-go, quotation management to closing. Supporting kick-offs to drive projects, committed to get paid and make sure re-billing of any costs within development or extras in serial life. 		
<ul style="list-style-type: none"> Research & Analysis: Proactive information gathering to understand both client and company challenges. 		
<ul style="list-style-type: none"> Communication & Adaptability: Fluent in French and English. German speaking. Excellent listening skills, curiosity, and strong adaptability to change. 		

Experiences (Status & Months)	In	Out
CC Jensen (Permanent & 112)	15/01/2004	16/05/2013
Sales Director France-Benelux – Industrial Equipment <ul style="list-style-type: none"> 2004 Jan. Sales Assistant Europe based in Hamburg for Global Leader in Oil Maintenance 2005 April Area Sales Manager France based in Paris, segment focus energy, aero-automotive 2008 Sept. Sales Manager Benelux based in Lille, segment test benches & instrumentation <p>After nine years, my mission was successfully completed : Starting from scratch alone in France with no activity, I built a profitable five-person team managing active accounts.</p>		
Scopelec (Contract work & 7)	08/07/2015	25/02/2016
Various Assignments alongside a recognition of prior learning 2015- 2016 <ul style="list-style-type: none"> Negotiator for Orange Fiber Networks in charge of North Occitanie 		
Groupe Etchart (Permanent & 13)	06/06/2016	28/07/2017
Business Manager <ul style="list-style-type: none"> May 2016: Opened the industrial solutions business in hydraulic engineering and water treatment plant construction. Achieved full production capacity through initial sales by Jan. 2017 February 2017: Responsible for training teams across multiple sites (Tours, Nancy) while overseeing commercial operations in Southern France (Bayonne, Bergerac). <p>However, long commute times began to impact work efficiency.</p>		
Continental (Contract work & 5)	12/02/2018	13/07/2018
Emysis consultant Product Sales Manager for the position sensors <ul style="list-style-type: none"> Held global sales responsibility for all OEM and Tier 1 clients. Declined an offer to relocate. 		
VM Industries (Permanent & 46)	08/04/2019	10/2/2023
Account Manager - Automotive & Industrial Connectors <ul style="list-style-type: none"> 2019 April Sales Mgr Harness Makers & Mechatronics 2020 Jan. Business Development & Innovation Mgr 2022 May Sales Mgr Equipment Manufacturers & Diversification <p>Taking over a old portfolio with ramping down programs and other nearing completion in 2019, the order book was fully replenished by the end of 2022. The company management change and new projects in early 2023 were declined, my sales development mission was achieved.</p>		
Vitesco Technologies (Contract work & 13)	20/02/2023	12/04/2024
Aqceptance consultant Account Manager - Equipment Manufacturer <ul style="list-style-type: none"> 2023 Feb. Sales Manager for Engine Control, managing a 2023 turnover of €200M, supervising series production programs and RFQs 2023 June. Secured an 8.6% price increase to restore profitability. Supervising industrial launch of the thermal management new product 2024 Jan. Sales Manager for Battery Control, innovative product range <p>The ongoing 2024 acquisition of Vitesco Technologies by Schaeffler AG has led to merging and organizational restructuring. Despite successfully managing five buyers, three product lines, new product launch and overseeing profitability for a demanding global customer while driving strategic initiatives, my position in Toulouse was not retained during the integration with Schaeffler AG's commercial teams. The stated reason was that I was the most recent addition to the team.</p>		