



## Information

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[LinkedIn](#)

[Personal  
website](#)

## Hobbies

Tech (Cloud, AI, data, software development)

## Education

2020 à 2022

**Master in IT Business Engineering**  
EURIDIS BUSINESS SCHOOL (Lille)

2020

**Bachelor's degree in inter-company trade, wholesale and international trade**  
IUT NANCY-BRABOIS

2019

**DUT Marketing Techniques**  
IUT DE METZ

2019

**DUT Mechanical Engineering and Production**  
IUT DE METZ

## Skills & Certification



Microsoft Certified:

- Azure Fundamentals (AZ-900)
- Azure Data Fundamentals (DP-900)

- Complex selling
- IT knowledge (web development, technical infrastructure, software testing, data, digital workplace, AI..)
- B2B (key account referencing)
- Business development (prospecting, business follow-up)
- CRM tools (Salesforce)

## Languages

English (TOEIC 835 points  
(2019) - B2 Level)

# Louis MASSON

## IT Account Manager

Experienced Account Manager specializing in software, cloud solutions and digital transformation. Proven track record in managing multimillion-euro portfolios and delivering tailored IT solutions for global clients. Passionate about leveraging technology to drive business growth.

## Work experience

### Since september 2024

DEVOTEAM | Luxembourg & Belgium

### Account Manager - Consulting & Cloud Solutions

DEVOTEAM is a leading consulting firm that provides innovative technology and management consulting services to businesses across Europe and the Middle East. With a focus on digital transformation, DEVOTEAM helps organizations navigate the complex landscape of emerging technologies and drive sustainable growth. Main areas of expertise : Cloud, Security, AI, Data, Platform.

Key responsibilities for Luxembourg market :

- Developing and maintaining strong client relationships (client industry : banking, transport, insurance, etc...) in a multicultural environment.
- Identifying new business opportunities (nearshore extended team, upselling, etc...)
- Collaborating with cross-functional teams to deliver tailored solutions (pre-sales, delivery)
- Supporting the implementation of digital transformation strategies
- Engaging in recruitment phases to meet client talent requirements (sourcing new profil)

Fixed price, T&M, support / maintenance contract and licence selling.

Focus on Microsoft and Service Now services :

- Microsoft (Azure cloud migration, M365 implementation, Copilot adoption, Power Platform application development)
- Service Now (module integration, implement DORA / NIS 2 with SN, etc...)

### From december 2023 to august 2024

SYNERGY FRANCE | Lille & Paris

### Account Manager

Playing an active role at SYNERGY France in the commercial development of service and integration activities. My aim is to develop your data-related projects in order to enhance the value of your organization's data, in line with your specific business uses.

SYNERGY France is a Digital Services Company specialized in the implementation of data management solutions, Business Intelligence project management and related solutions. SYNERGY FRANCE is also an integrator partner for some of the most powerful data solutions on the market, including Talend, Snowflake, Tableau, Power BI, Meta-analysis, etc.

Our offering is structured around four main pillars:

- Data integration (ETL/ELT, CDC, Data Lake, Data Warehouse, etc.)
- Data analysis (Reporting, Data Visualization)
- Data Science (Attrition Score, Predictive Maintenance, etc.)
- Data governance (Data catalog, Data traceability, RGPD, etc.)

In charge of commercial management of customers in the following fields

Industrial and Manufacturing (ORANO, AIR LIQUIDE, GIVAUDAN, etc.)

Transport and Logistics (MARTIN BROWER, HEPPNER, etc.)

Pharmaceuticals (GIPHAR)

Telecommunications (TDF)

Media

Achieved €2M+ in sales annually by driving key account growth and successfully closing software and services contracts.



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### From december 2022 to december 2023

ACTEAM-IT | Roubaix, Hauts-de-France

#### Business Developer

### From july 2020 to december 2022

ACTEAM-IT | Roubaix, Hauts-de-France, France

#### Business Developer on a work-study program

I am involved in the management of several business portfolios made up of key accounts / SMEs and ETIs.

- Phone prospecting, qualification and appointment taking
- Writing of commercial proposals and IT service contracts
- Project support
- Follow-up and functional management of consultants (27 employees)
- Participation in the recruitment process
- Participation in account referencing
- Opening of accounts
- Mentoring and coaching of students learning the Sales profession (2 students)

Involved in the management of a portfolio of services built by myself for various key accounts (equivalent to €1 million in annual sales (27 FTEs) - retail (ADEO, LMFR, DECATHLON, DES MARQUES & VOUS), logistics (MONDIAL RELAY), health (GIPHAR), insurance and cybersecurity (ADVENS).

Skills: Complex Sales - Mentoring - Business Development - Information Technology - Project Management - Managed service (hosting, software maintenance, third-party operation maintenance)

### From september 2019 to july 2020

OPTEAMUM | Sarrguemines, Lorraine, France

#### Business Developer on a work-study program

OPTEAMUM intervenes in the design, manufacture and maintenance of robotized systems. I was involved in the costing of several projects for SMEs and ETIs.

I contributed to the realization of supports of presentations of OPTEAMUM's offer, intended for the sales teams.

### From may 2019 to august 2019

NORAUTO | Metz, Lorraine, France

#### Commercial employee in training

NORAUTO, specialist in automotive maintenance and equipment.

I was able to evolve in the daily management of the agency of Augny (57):

- Making appointments with customers
- Management of stocks
- Reception and customer advice

I was able to contribute to the implementation of a bike service (self-service) for customers waiting for the repair of their vehicles.