



SÉBASTIEN PERROUD

Curriculum Vitae

PERSONAL DATA

Mösliweg 43, CH-3098 Köniz
 +41 79 629 28 03
 sebastien@perroud.info
 18.01.1980
 Swiss, Married, 2 children

EDUCATION

2020 Board Academy Program
EPFL, Switzerland
Specialization
Business Plan and Start-up environment, Finance for BOD Members, Crisis Management

2019 CAS International Management
Kalaídos University, Switzerland
Specialization
International Management, Global Supply Chain Management, Corporate Finance and Global Capital Markets, Business Research and Analysis

2010 Executive Master in Business Administration
Berne University, Switzerland
Specialization
Strategic Management, Innovation, Marketing, Financial Administration, Business Plan, Leadership, Negotiations Skills, Doing Business in Asia

2005 Dipl. Ing. (Hons.) – Engineer in Microtechnology
Berne University, Switzerland
Specialization
Automation, Robotics, Mechatronics, Sensor Engineering and Optics, Medical Technology

LANGUAGES

★★★★★ **French**
Mother tongue

★★★★★ **German, Swiss German**
Fluent

★★★★★ **English**
Fluent

AWARDS

2009 Winner
Prix à l'innovation du canton de Fribourg with the patented product « Flexible feeding system”

2007 Winner
Swiss Technology Award with the concept “Miniaturized modular assembly line”

2005 Best graduate in Mircotechnology
Berne University, Switzerland

PATENTS

2013 Co-inventor
Drive controller and method to modify an output signal of a drive controller
EP2843830

2009 Co-inventor
System for supplying components
WO2010089290

2006 Inventor
Parallel Positioning System
EP1878544

PERSONAL INTERETS

Sports like running, skiing and golfing

Spending time with the family

Travelling and exploring foreign cultures

PROFESSIONAL PROFILE

- Entrepreneurial leader, working at senior top management level for medium-sized international companies in the field of industrial automation and machinery

- Independent advisor, expert and board member, helping innovative teams to speed up market entries and international business development

CAREER SUMMARY

NUM, TEUFEN, CH

Executive Vice President / CSO NUM Group

01/2020 – Present

- Member of the Senior Executive Board of the NUM Group, with the whole responsibility of the own international NUM branch offices

- Responsible of global sales, engineering and after sales services

- Leading an intercultural team distributed in the branch offices

Managing Director

02/2018 – Present

- Managing NUM AG, with overall responsibility of the company and its P&L, including marketing, sales, engineering, after-sales service, electrical cabinets production, human resources and controlling

- In charge of sales and business development of global solutions

- Leading a team distributed in 5 departments, with staff dispatched worldwide

Industries

Machinery, industrial automation, drive & motion control

SIHL, BERNE, CH

Division Director

04/2016 – 01/2018

- Member of the Executive Board, responsible of all commercial activities of the Bern factory

- Managing worldwide two major product portfolios

- In charge of global strategic projects, like “Pricing system” or “Net working capital optimization”

- Leading a team distributed in 3 departments

Industries

Paper, chemical industry

MB-MICROTEC, NIEDERWANGEN, CH

Chief Marketing Officer

09/2014– 03/2016

- Member of the Executive Board, responsible of all global marketing and sales activities

- Defining and implementing a sales growth strategy in Asia

- Leading an international sales and marketing team, with staff dispatched worldwide

Industries

Precision manufacturing, watch industry, defense

NUM, BIENNE, CH

Branch Director

04/2012 – 08/2014

- Member of the Management Team, responsible for P&L of the Swiss subsidiary and leading all sales, application & services activities within international market areas

- Managing key accounts and setting up a new customers acquisition strategy

- Leading a multi-functional team of application and sales engineers

Industries

Machinery, industrial automation, drive & motion control

ASYRIL, VILLAZ-ST-PIERRE, CH

Marketing & Sales Manager

10/2007 – 03/2012

- Member of the Management Team, responsible for all sales activities and products management

- Identifying new customer segments and setting up appropriate sales channels strategies

- Leading a multi-functional team of development and sales engineers

Industries

Machinery, industrial automation

CPAUTOMATION, VILLAZ-ST-PIERRE, CH

R&D Engineer

02/2007 – 09/2007

- Leading the development and industrialization of new products

- Providing a high level of technical inputs into design

- Ensuring the implementation of manufacturing processes

Industries

Machinery, industrial automation

CSEM, ALPNACH-DORF, CH

R&D Engineer

03/2005 – 01/2007

- Responsible for designing and developing new mechatronic systems

- Undertaking research projects in close collaboration with academic and industrial partners and conducting feasibility studies for customers

Industries

Drive & motion control, industrial automation