

Isabelle Dubois

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Professional Summary

Results-driven business development executive with 17+ years of experience in the semiconductor and technology industries. Proven track record of driving multi-million euro revenue growth, securing strategic partnerships, and leading cross-functional teams across EMEA. Combines deep technical insight with strong commercial acumen to deliver innovative go-to-market strategies and close high-value licensing and OEM deals. Multilingual professional with an MBA from INSEAD and a passion for scaling technology businesses globally. Adept at identifying emerging market trends and capitalizing on new business opportunities to drive sustainable growth.

Professional Experience

OrionArc – Director of Business Development, EMEA | Paris/Grenoble, France | 2014–Present

- Spearheaded strategic partnership deals valued at over €75M across 12 countries, resulting in significant market expansion and strengthening the company's competitive position.
- Negotiated and closed high-value licensing agreements and OEM deals with key industry players, driving a 4x increase in regional revenue within six years.
- Built and led a high-performing, cross-functional sales and technical team of 15+ professionals across three European hubs, fostering a collaborative and results-oriented culture.
- Developed and implemented a customer-centric sales strategy that improved client retention by 35%, significantly enhancing long-term customer relationships and loyalty.
- Expanded the company's presence in new markets, identifying and capitalizing on key growth opportunities through in-depth market research and analysis.
- Successfully launched three new product lines in the EMEA region, exceeding initial revenue projections by 20% within the first year.

ST Microelectronics – Product Marketing Manager | Grenoble, France | 2006–2013

- Managed the lifecycle of multiple semiconductor product lines for industrial and consumer markets, achieving consistent revenue targets and optimizing product profitability.
- Conducted comprehensive market analysis and competitive positioning to inform product development roadmaps and drive strategic decision-making, ensuring alignment with market demands.
- Collaborated closely with R&D and sales teams to develop and execute successful go-to-market strategies and launch campaigns, maximizing product adoption and market penetration.
- Supported global licensing and sales efforts, contributing to multi-million euro annual revenues and expanding the company's market share in key segments.
- Initiated a cross-department innovation task force, bringing together experts from engineering, marketing, and sales, resulting in the development and patenting of two new solutions.
- Successfully managed a team of 5 product marketing specialists.

Education

INSEAD – Master of Business Administration (MBA) | Fontainebleau, France | Class of 2014

- Specialization: Strategy & International Business
- Vice President, Tech & Innovation Club, responsible for organizing industry events and workshops.

Skills

- Technology Licensing & IP Strategy
- Semiconductor Market Analysis
- Strategic Partnerships & Alliances
- Sales Strategy & Revenue Growth
- Cross-functional Team Leadership
- Contract Negotiation & Deal Structuring
- Go-to-Market Strategy
- Business Development
- Key Account Management
- Product Lifecycle Management
- Market Research
- Team Management

Languages

- French (Native)

- English (Fluent)
- German (Professional Proficiency)

Salary Expectation

EUR 130,000 per annum + Commission