



www.linkedin.com/in/cyril-condamines/
cyril.condamines@live.fr

6, Armaillé Street
75017 PARIS - FRANCE
+33 637 038 283

Boulevard Central - Down Town
Dubai - UAE
+971 58 592 73 04

French : Mother tongue
English : C1
Spanish : A2
Italian : A1

HOBBIES

Globe trotter

I've traveled across the United States from East to West by motorcycle, traversed Southern and Eastern Africa in a 4x4, and sailed the Cyclades. Don't get me started on this topic unless you have two hours to spare.

Kite Surf

I can jump 15 meters high. However, my friends, probably out of jealousy, claim that I only exceed a meter by accident.

Corsica

I love this island so much that I got married there.

FORMATION

1997: CNAM

Organizational Engineering

1995: Paris XI University

Mathematics Bachelor's degree

1993: Preparatory Classes

Superior Maths/ Special Maths

1992: Baccalaureate (A-Levels)

Maths/Physique

Experience

KLANIK

IT Consultancy

Software, Agility, Devops, Project Management Cybersecurity, Data & AI

Managing Director

Since 08/2022

Scope: NORAM MENA - Revenue: €25M - 100 people

Implementation of Klanik methodology and values

Establishment of the sales strategy

Planning, budgeting, forecasting, and managing the P&L

Results:

- Doubled revenues and margin in the MENA region
- Opened several strategic accounts
- Assisted with migration offers/Move To Cloud on AWS, Azure, Oracle
- Obtained the HAPPY AT WORK label in these regions

Kodak alaris

Data Capture & Processing

Software, SaaS, Audit, Consulting, Intégration, Services & Support - AI, Data

Sales Director

07/2018 - 07/2022

Scope : Western Europe - Revenue : 45 M€ - 20 people - Direct & Indirect Sales

Establishment of the sales & marketing strategy

Planning, budgeting, forecasting, and managing the P&L

Expansion of the partner network

Results:

- Tripled revenues from services, licenses, & support in the subsidiary
- Implementation of the editor/integrator business model: 70% of the subsidiary's revenue
- Implementation of a new vertical SaaS offer: +36 new clients
- 35 new partners recruited, certified, and managed



NOUVEL ANGLE

SaaS solution for virtual tours

CEO - Cofondateur

01/2017 - 06/2018

Development & Integration of the application in the cloud

Prospecting, negotiations, and sales

Results: 20 Real Estate Agencies and 3 major tourism players won over



KONICA MINOLTA

Information Management

Document Management, IT Solutions, print et services

Regional Sales Director

08/2011 - 12/2016

Scope : Revenue : €40M - 140 people - 3 sites

Planning, budgeting, forecasting, and managing the P&L

Sales development, management, recruitment

Cross-functional management of the headquarters' support teams

Development of key accounts

Results:

- Turnarounds in several regions: leading regions in the group in terms of results
- Revenue + 40%, Operating Margin +32%, NPS + 30%, cost -25%, DSO -34 days
- Opened several key accounts

Deputy Sales Director

10/2007 - 07/2011

Definition and implementation of the sales strategy

Implementation of sales KPIs and associated dashboards

Creation and implementation of over 40 types of compensation plans

Onboarding, training, and support for new sales managers

Team leader

05/2003 - 09/2007

Results: In the Top 5 of the sales managers ranking

Sales Manager

08/1998 - 04/2003

Results: In the Top 5 of sales managers, 1st for 2 years