

Emmanuel Prouvèze

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PROFESSIONAL SUMMARY

Strategic partnerships executive with 20+ years of experience in the Japanese technology market with a proven track record of driving exceptional growth through enterprise relationships.

Key highlights:

- Successfully tripled Annual Order Value with the NTT Group at Salesforce and negotiated a landmark Global Framework Agreement
- Deep understanding of the Japanese business landscape
- Entrepreneurial leadership experience as a co-founder with a successful exit in France
- Practical experience developing AI-powered applications and a strong interest in artificial intelligence's transformative potential

Seeking to leverage this distinctive blend of strategic partnership expertise, Japanese market knowledge, and technical understanding to drive AI innovation and business growth in the Japanese market.

EXPERIENCE

Salesforce Japan

Client Managing Director for the NTT Group (aka Global Account Manager)

Tokyo, Japan | 2019/4 ~ Present

- Led strategic relationship with the NTT Group, tripling Annual Order Value over 5 years through targeted enterprise partnership strategies
 - 4 times Peak Performers Award recipient
- Negotiated and implemented a Global Framework Agreement, creating streamlined procurement processes across NTT's operating companies
- Developed executive-level relationships with C-suite stakeholders across NTT Group companies, becoming a trusted strategic advisor
- Became the reference Global Account Manager within the Salesforce GAM community, leading regular best practice sessions and participating in the GAM Leadership Council
- Recognized by HQ GAM office leadership as a "force multiplier" with "strong leadership across the extended team and ecosystem."

Red Hat K.K.

Senior Account Manager, NTT Group Sales Department

Tokyo, Japan | 2016/1 - 2019/3

- Red Hat APAC Top Enterprise Sales Award (165% of FY2018 single-year booking target)
- Managed high-touch sales relationships with key NTT Group entities, including NTT Holdings (R&D), NTT East, NTT Comware, and NTT Communications
- Developed and executed strategic account plans that aligned Red Hat's open-source solutions with NTT's digital transformation initiatives
- Facilitated technical workshops and executive briefings to demonstrate the business value of enterprise open-source technologies
- Collaborated with the partner ecosystem to create integrated solutions addressing NTT's complex infrastructure requirements

Focus areas: Cloud, NFV, IT automation, Containers

Datamedia K.K.

Manager, Sales & Operations Japan

Tokyo, Japan | 2006/1 - 2015/7

Appointed from the French HQ to relaunch Japan business operations:

- Restructured sales strategy and rebuilt market presence, growing prospect portfolio to 600+ organizations
- Established strategic partnership with NTT Group, developing both direct project relationships and channel partnerships
- Led cross-cultural team, bridging Japanese market requirements with European product development priorities
- Implemented localized go-to-market strategies that respected Japanese business practices while achieving global objectives

IDYLIC S.A.

Co-founder, VP Sales & Marketing

Toulouse - France | 2000/4 - 2005/10

Co-founder, shareholder, and board member of the company, I was in charge of the Sales & Marketing team. In three years, I built a sales organization that brought the company to profitability with 50% of international customers.

- Board-level company strategy definition
- Developed strategic partnerships with mobile telecom carriers across 5 countries, handling millions of calls monthly
- Worked hand-in-hand with engineering teams on product development and implementation
- Successfully positioned the company for acquisition by Datamedia in June 2004

Sales: 2002 0.4 M€ - 2003 0.8M€ - 2004 1.5M€

EDUCATION

University of Tokyo

Institute of Socio-information and Communication Studies (ISICS)

Postgraduate Research student, Information Technology

Tokyo - Japan | 1994/10 - 1996/4

Full scholarship from the Japanese government

Research theme: "The Strategic Role of Information Technology in Japanese Companies"

INALCO / Langues'O

Master's Degree - International Trade Business School (CPEI)

Paris, France | 1989/9 - 1994/6

General academic background in business (economy, marketing, logistics, sales, business law, export procedures) with an emphasis on Asian markets, management, and culture.

Master's Degree in Japanese language and civilization, with Economics option

ADDITIONAL INFORMATION

Languages

Japanese: Fluent (Business negotiation level, 20+ years professional use)

English: Fluent (Business negotiation level)

French: Native

Spanish & Arabic: Basic knowledge

Technology - Coding as a hobby

Self-professed geek: I built my first website around 1994 and like to code for fun.

GitHub: <https://github.com/eprouvez>

- Hands-on experience with generative AI models for business applications
- Practical understanding of AI integration patterns and API implementation

GitHub project examples:

- [ai-deck-translator](#): Python tool leveraging Claude AI for presentation translation (CLI and Web UI)
- [Languesociens.jp](#): event registration and management site for my university's alumni

Community Officer for the French Embassy in Japan

I coordinate and facilitate communication between the Consulate and the French community during a crisis (earthquake, etc.) for my local area (140 people).