

Jean-Michel Augusto

CHIEF SALES & MARKETING OFFICER
CHIEF TECHNICAL OFFICER

LOCATION

Nice, France

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EMAIL

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STATUS

Born in 1969, French. Married

SKILLS

Technology

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Marketing

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Sales

00000000

Team Management

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Communication

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Interpersonal Skills

00000000

Results Oriented

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LANGUAGE

French

00000000

English

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TOEIC 950+

HOBBIES

Web Development, MOOCs, Golf, Snooker, Science Fiction Reading, Games

ABOUT ME

Passionate by technologies and how they reshape businesses, I put my broad experience at the service of the strategy and vision I build with my teams to reach our objectives. Results and Customer Satisfaction Oriented, my motto is to never stop learning and sharing new experiences, new practices or new technologies to build excellency on my job.

EXPERIENCES

2016 - 2017 | BS Gabon (Gabon/Central Africa) - Chief Sales & Marketing Officer

Management of 10 sales & pre-sales and 2 shops. 9M€ Turnover

Sage CRM Deployement, BI setup (Qlik) & Integration on the dashboards.

Budget & Business Objectives definition, P&L and Balance Sheet follow-up

Products Management, Marketing Operations (offers/deals, partnerships, digital marketing)

2006 - 2015 | Monaco Telecom (4Play operator) - Cloud Marketing & Solution Manager

Definition and Deployment of the Cloud Monaco Telecom Strategy (IaaS, PaaS, SaaS offers). A 6 months project to reach a working Marketplace filled with inhouse products and partner's catalogues.

Solution Manager for tailored projects (10K€ to 1M€). Deployement of several large B2B or B2C application/offers.

Leading multidisciplinary teams in a matrix-oriented structure.

2005 - 2006 | Monaco Interactive (Web Agency) - Chief Technical Officer

Crisis Management (4 teams without leaders for 6 months and Revenue drop) In 6 months, revenue back on track, teams reorganized by communication, team building, human & skill management.

1993 - 2005 | Previous Experiences

Alcyonis (Web Agency) – Chief Technical Officer – 12 people – 5M€ turnover Focus Imaging (Online Medical Application) – Project Management ACRI S.A. (Environmental & Spatial) – Development & Delivery Management FORMATION

2014 – 2015 | MBA Global Marketing | IAE Nice

This 1 year MBA program is designed for those willing to specialize and gain in-depth knowledge in the area of Marketing.

1991 – 1993 | Computer Sciences Engineer / Master Degree | Polytech Nice Polytech Nice-Sophia is an engineering school of the University of Nice - Sophia Antipolis.

1992 - 1993 | DEA Computer Science / Master Degree | I3S

In the heart of the Sophia Antipolis technology park our laboratory conducts research in the field of information science and communication.

Other: ITIL v3 Foundation certified