

Coordonnées

nplante@salesforce.com

www.linkedin.com/in/nicolas-plante-bordeneuve (LinkedIn)

Principales compétences

Business Strategy

Sales

Cloud Computing

Languages

Spanish (Elementary)

French (Native or Bilingual)

Dutch (Native or Bilingual)

English (Native or Bilingual)

Certifications

Accelerate Aspiring Leader

Salesforce Certified Administrator (SCA)

Salesforce Certified Advanced Administrator (SCAA)

Salesforce Certified Platform App Builder Certification

Publications

The implementation of a Key Account Management programme in multinational companies

What is the impact of Free-to-Play (F2P) business model on the pay-to-play business model of video games publishers?

Nicolas Planté-Bordeneuve

Solutions Engineer Team Leader at Salesforce ☁️#

Dublin City, Comté de Dublin, Irlande

Expérience

Salesforce

7 ans 4 mois

Solution Engineer Team Leader

février 2022 - Present (7 mois)

Dublin, County Dublin, Ireland

- Supervision of a group of individual contributors of Solution Engineers in the ESMB segment.
- Contribute and Lead management activities
- Lead cross-team initiatives to bring additional business impact

Senior Solutions Engineer

février 2021 - Present (1 an 7 mois)

Dublin, County Dublin, Ireland

- Top SE ESMB France FY22
- Top Deal FY22 Q2 ESMB FR
- Top SE ESMB France FY21Q3

Healthcare & Life Sciences (HLS) Industry Leader

février 2021 - février 2022 (1 an 1 mois)

Dublin, County Dublin, Ireland

- Develop and Animate French Sales Engineer initiatives for the HLS Industry vertical
- Participate to local Industry initiatives like Webinars, Summit, etc.
- Develop specific country-based Industry plays for the eco-system (Sales, Partners, etc.)
- Create assets and drive adoption to evangelise Salesforce capabilities in the industry
- Support marketing initiative to develop Salesforce's footprint in the industry

Solution Engineer

novembre 2018 - février 2021 (2 ans 4 mois)

County Dublin, Ireland

- Top SE ESMB France FY20Q3
- Top SE ESMB France FY19Q3

Senior Business Development Representative

juillet 2018 - octobre 2018 (4 mois)

County Dublin, Ireland

In my role as a Senior Business Development Representative, I am responsible for business development, qualification of sales opportunities and generation of pipeline. Currently, I focus on commercial accounts (from 100 up to 1000 employees) in Belgium and Luxembourg.

Since July I am a Senior Business Development Representative. In this role, I assist the manager with day-to-day responsibilities and help the team of approximately 5 representatives with any questions, operational matters and culture.

Business Development Representative

février 2017 - juillet 2018 (1 an 6 mois)

Dublin, Ireland

Belgium / Luxembourg

Region Top Performer FY19Q2

Region Top Performer FY19Q1

Region Top Performer FY18Q4

Sales Development Representative (BeNeLux region)

octobre 2015 - janvier 2017 (1 an 4 mois)

Dublin, Ireland

Customer Intelligence Trainee (BeNeLux Markets) & Partner Coordinator (EMEA region)

mai 2015 - septembre 2015 (5 mois)

Dublin

- Managing partner leads from the entire EMEA region
- Generating new opportunities for the Account Executives and the Business Development Representatives
- Identifying potential new businesses in collaboration with Account Executives

AXA

Researcher for the audit department

mars 2012 - septembre 2012 (7 mois)

Marly le Roi

- Created and implemented a new distribution structure for brokers and agents of the Axa network in the Ile de France region
- Set up documentation for the briefing and training of external auditors

- Lead project to fuse the internal and external databases

Thales

Assistant to the Event Project Director

septembre 2011 - février 2012 (6 mois)

Colombes, France

- Creating all marketing aspects around the event (Technoday event: 600 customers, 1000 internal Thales visitors, defence sector)
- Realising the budgetary control of the project (350,000€)
- Coordinating internal and external stakeholders
- Creating and animating a WIKI-website during the event preparation
- Contributing to sectorial benchmark concerning radiocommunication products

Formation

University of Durham

Master of Science (M.Sc.), Strategic Marketing · (2013 - 2014)

Reims Management School / ESC Reims

Bachelor of Business Administration (B.B.A.), International Business · (2009 - 2013)

Avans Hogeschool Breda

Bachelor of Business Administration (B.B.A.), International Business, Management & Marketing · (2009 - 2013)

Code Institute

Higher National Diploma, Full Stack Software Development · (août 2021 - août 2022)

Code Institute

Full Stack in Software Development, Computer Science · (août 2021)