Raphaël DERBIER

PRINCIPAL SOLUTIONS ARCHITECT
PRODUCT MANAGER
PROJECT DIRECTOR

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🔍 https://rderbier.github.io

🌐 San Francisco - USA

French & American citizenships

EDUCATION

Ecole Nationale Superieure des Telecommunications, ENST (Paris, France)
Master of science Telecommunications and signal processing

CORE COMPETENCIES

Project and team lead

Solution focus

Product management

TECH COMPETENCIES

Software Engineering

Enterprise Cloud Architecture

AR VR Technologies

Graph Database

Data science and signal processing

SUMMARY

Rare combination of technical acumen, customer focus and leadership. Acquired strong technical skills in enterprise architecture, software product and project management along 25 years of experience in the software industry. Proven ability to create empathetic relationships with customers, collaborate with cross-functional organizations, find innovative solutions and lead software development teams.

Looking for a position where creativity, strong technical background, leadership and attention to people can make a difference as product manager, solution architect or innovation team lead.

PROFESSIONAL EXPERIENCE

Innovation program leader - Office of the CTO   *2018–Present*
TIBCO Software – Palo Alto USA

- Product manager and lead architect for the Innovation LAB. Delivered ConversationalUI : a solution to query knowledge graph databases in natural language ; Notify and GatherSmart : two SaaS business applications based on AWS Serverless architecture..
- Lead Augmented Reality innovation research. Contributor to the LAB open-source repository, designed and delivered first Microsoft Hololens experience integrated with enterprise data.
- Managed partners relationships : helped our partners (Intel, GigaSpaces, Advantech, …) to create joint value propositions and go-to-market strategies.

Principal Solutions Architect - Strategic Solution Group   *2013 - 2018*
TIBCO Software – Palo Alto USA

- Business Process Automation and Management (BPM) expert in the TIBCO group dedicated to complex sales and first projects implementation (Asurion, Iron Mountain, Desjardins bank, PowerSchool …).
- Bridged the gap between engineering and customers expectations.
- Build BPM knowledge base and best practices for solution consultants.

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PROFESSIONAL EXPERIENCE

EMEA Presales Leader – BPM technologies - *TIBCO Software – Paris France*   *2010 - 2013*
- Covered sales cycles for BPM, SOA and B2B opportunities for 'La Banque Postale', Schlumberger, COFACE, BBVA, Unicredit, Vodafone Turkey), Orange, Santander, MAAF, AXA Bank Europe, AXA Insurance Belgium, …
- Delivered first AMX BPM project on production in EMEA for AXA Bank Europe.

Consulting Department Director - *Solucom – IT Consulting company*   *2005 - 2010*
- Responsible for business development and new projects leading to 5 M€ of annual revenue.
- Managed a team of 25 associates including developers, consultants, senior architects, team leaders.
- Pre-sales, project leader and senior architect for various enterprise architecture projects for large customers in Finance, Transportation, Telco, Retails and Energy.

Senior solution architect - *webMethods France*   *2001 - 2005*
- Provided guidance to customers for their integration project in the area of requirement analysis, business modelisation, architecture, team building and training, implementation, testing, rollout and project management.

Solution architect - *ALTEN France (Consultancy in advanced technologies)*   *1996- 2001*
- Designed and developed embedded systems (set-top box Operating System, scanner printer firmware, Charles De Gaulle" aircraft carrier navigation system project …)

Firmware development team leader - *Voice processing platforms manufacturer*   *1992- 1996*

AREAS OF EXPERTISE

Enterprise software	*architected and rolled-out solutions involving BPM, analytics, messaging, event processing, application integration, graph databases…*
Project management	*planning, budgeting, team leading agile product development from requirements analysis to roll-out.*
Communication	*presenter in various conferences (TIBCO user conferences, Global XR conference, BPM Summit Netherlands, XP Days France…).*
Technical Presale	*covered all presales activities: qualifying opportunities, responding to RFI/RFP, implementing prototypes, delivering workshops, sizing and preparing implementation.*
System architecture	*serverless architecture, real time for embedded systems, event driven architecture, Object Oriented design, UML, Design patterns.*
Business Knowledge	*acquired business knowledge through processes automation projects in telco, retails, manufacturing, logistics, insurance and financial services.*
NLP & Graph database	*named inventor in pending patent application in the field of natural language processing for graph structure.*