



Alexandre CLARISSE

Associate Partner at IBM

Client Executive for PSA Group

Managing the account's growth, profitability and relationship with high value-added customers.

More than 10 years of experience in the sector of consulting and IT services.

31 B rue Racine
78470 St Rémy les Chevreuse

Tel. 06 95 41 23 17
E-mail: aclarisse@lexlan.net

43 years old, Married
Driving license

French, English

Info

Experience in selling complex solutions to executive management
Ability to identify the key players and decision makers in customer environment
Customer-focused approach with a commercial strategy
Negotiation, problem solving skills and crisis management
Management of sales teams and coordination of pre-sales and delivery services
Strategic approach, capacity for analysis and synthesis, decision maker
Self-motivated, leadership / sense of initiative and contribution to teamwork

Business Platform - Cognitif - Blockchain - IOT - Digital - Customer Centric

Expériences

IBM

February 2018 - Present

T.O. : > 15 M€ & complex
Area: France
Perimeters: Transverse

Business Platform
Digital - Data – Eco-system
Academy – Up-skill – Re-skill
Disruption, rupture and new model

Innovation:
Cognitive Blockchain, IOT
Optimization, Data...

Associate Partner – Client Executive for PSA group

In charge of PSA group for IBM:

- Supply Chain/Blockchain: Track & Trace for transport, logistics and Automobile sectors
- Industry 4.0 – Manufacturing - Optimization – Data Science
- Digital, Sales & Marketing , Quality Business Line

Associate Partner – Partnership & Strategic Development

Creation and development of Large Deal with the signing of high added value partnership:

- Solution including all IBM brands: Hard, Soft, Cloud, Services and Consulting
- Implementation of a sectoral platform approach through the business lines
- Integrative approach: Factory, Co-innovation and Academy (Skill)

Accenture

September 2016 - January 2018

T.O. : > 10 M€
Zone: France
Perimeters: EDF DSP / ENEDIS
FTE: > 150

Digital transformation
DEVOPS
AMOA/AMOE (Expertise, PMO)
Agile Development Factory

Innovation:
AI, Robot, Machine Learning...

Senior Manager - Account Executive for EDF Group

In charge of Accenture Technology brand for EDF:

- Manager of cross-functional departments (DSP) and the distribution business (ENEDIS)
- Demonstrate the interest of sales to an organization-centered consulting firm
- Transformation of contracts into industrial models in service centers
- In charge of one of the major contracts of more than € 5M / year including the DEVOPS
- Pre-sale at high stakes > 10M € / year with an Agile Development Factory
- Customer event: Symposium Testing Accenture, Barcelona and AI Lab Innovation, Dublin

BT Global Services

December 2013 - August 2016

T.O. : de 6,5 à 10,2 M€
Zone: FR, UK, IT
Team: 3 à 5
FTE: 20 à 30

WAN
Réseaux & Télécom
Sécurité

Integration:
Checkpoint, Fortinet, Balabit, F5...

Global Account Manager for EDF Group

The EDF Group is a strategic customer for BT group, in both Operator and Telecom sectors and IT Services business:

- Account Review and Account Plan
- National and international coordination (UK, Poland, Italy etc.)
- Consolidation of Telecom & Services branches
- C-LEVEL appointment and lobbying
- Management of the account team

Devoteam
 January 2006 - November 2013

T.O : de 8 à 20 M€
 Zone: FR, BE, PL
 Team: 2 à 13
 FTE: 75 à 160

Centre de Services
 Network & Telecom
 Tools & Infrastructure
 Application Development
 Security

Integration : Oracle, HP, IBM,
 BMC, Informatica, Ipanema,
 Mega...

TMA / MCO / OUTSROUCING

ITSM
 Architect & SI Architect
 Consulting IT & Telecom
 AMOE/AMOA

IT / Digital / Business Line

Global Account Manager & Branch Manager for EDF 2009

The EDF Group is the second key client of Devoteam Group with a turnover of over 18M € and around 160 consultants dedicated to the account:

- Account Review and Account Plan with the definition of the objectives and strategy
- Team management (13 employees) in EU
- C-LEVEL appointment and lobbying
- Business orchestration and coordination of inter-agency meeting
- Listing and purchasing negotiation
- Scoreboard, consolidation and reporting
- Head of Big Deal and crises management

Branch Manager for EDF 2007

Director In charge of the EDF P&L agency :

- Recruitment, training, dismissal and annual performance review,
- Reporting of budget and activity
- Management of the sales, pre-sales and delivery teams

Account Manager for EDF 2006

- Prospecting, development and review of perimeter
- Responses to the calls for tenders, public contracts, purchasing negotiation
- consultants & candidates: follow-up, interview and validation

Groupe Altimate
 2005 - 2006

Sales Engineer

- Prospecting, proposal and introduction of consultant
- Interview and validation of consultants' application

Groupe BTD
 2004 – 2005

Sales Engineer

- Prospecting and development of the banking sector
- Interview and validation of candidates

Aravis System
 2003 – 2004
 Co-founder of a company

Co-Founder

- Prospecting, development and opening of new accounts,
- Technical and financial proposal & Creating a specific offer for the medical imaging sector

Lycée Français de LA
 2000 – 2003
 USA

Professor of computer science

Computer science teacher with bilingual education (Fr/En) and in charge of TICE project (Information Technology & Communication in Education) for the French National Education.

Gribel inc
 1999 – 2000
 USA

Project Manager

- Pre-sale, consulting and delivery of web site
- In charge of e-business and marketing

Xerox France
 1997 - 1999

Sales

- Development of turnover in the area of digital imaging solutions and new IT
- Negotiation, financial analysis, monitoring framework agreements and targeting CIO

Formations

INSEAD
 2018 - 2019

LMCP

Leading Major Client Partnerships Program

Professional training
 2006 - 2018

Cegos, Perfom'Hans, HEC, Mercury

ProcessCom, social network, relationship with management, legal, negotiating, English etc.

CNED
 2002

BTS Force de Vente

Level BTS

UCLA
 1999 - 2000

UCLA – University of California Los Angeles

English program & TOEIC

IGS
 1995 - 1997

IGS – Institut de Gestion Supérieur de Paris

BAC sales qualification

NOVENCIA
 1993 - 1995

NOVENCIA Business School Paris - NEGOCIA

BEP/CAP sales qualification