

Frédéric LE SAUX

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Born 12/01/73 (36 years old)

French nationality

Driving License

married, 2 children

www.fredsaule.com



IT PRESALE INTERNATIONAL CONSULTANT – 3 LANGUAGES SPOKEN

PROFESSIONAL EXPERIENCE

- April 2001/until now (6 years) • **ORSYP** (Cross Platform Job Scheduler **Dollar Universe** editor) – Paris, La Défense
- Presale Engineer / Sale support EMEA (2003 til today).**
- Presentations, Proof of concepts, responses to RFP's and trade shows around Dollar Universe job scheduling solution.
 - Actions performed all over the **world**, in French, English and Spanish speaking countries,
 - To new prospects, repeat business and partners.
- Achievements:** First presale of a team of 5 in terms of numbers of actions in 2008 (85 actions). **10M€ of turnover achieved by the team.**
- Leading presale for the following winning deals: TF1 (FR), Hermes (UK), Mutua Universal (SP)...
- (2 years) • **Consultancy mission (2001/2003)**
- Installation, maintenance and training around Dollar Universe Job Scheduling Solution.
 - Implementation of the communication between Dollar Universe and SAP, HPOV, Patrol, PSoft and JDE,
 - Installation of Dollar Universe managers for IBM AS/400 and Z/OS.
 - One Year of "on site" consulting for France Télécom IT production.
- Feb. 1999 to march 2001 (1 year) • **CAST SOFTWARE** (Cast Workbench Application Software editor) - London
Junior Sales Engineer UK
- Cold Calling, qualification, commercial meetings and negotiations.
- Achievements:** I closed the first deals with Fujitsu and Astra Zeneca.

STUDIES

- 1992/1996 • graduated of **EPSCI** - School of International Management (ESSEC Group - France),
One semester of student exchange at California State University of Sacramento, in 1995.

LANGUAGES

- FRENCH • **mother tongue.**
- ENGLISH • **fluent** (product presentations, drafting of reports and responses to tenders...)
1 year in London (2000), 6 months student at Sacramento (1995).
- SPANISH • **fluent** (product presentations, drafting of reports...). Frequent travels to Spain.

IT KNOWLEGDE

- OPERATING SYSTEMS • Daily use and administration of Windows, Unix and Linux systems,
• Basic knowledge of IBM AS/400 and IBM z/OS administration.
- APPLICATIONS • Deep knowledge of Scheduling and automation solutions.
• General knowledge of the market of **IT production tools** (supervision, clustering...),
• Regular use at clients sites of ERPs (SAP, PeopleSoft, JDEdwards, Oracle e-Business Suite), which implies a specific technical knowledge of those environments.
• Use of VMware Workstation for all presentations of Dollar Universe (creation and use of Linux, Windows, MiniSAP and HPOV Operation based images), **VMWARE** training in 2009.
- LANGUAGES • Korn Shell and Dos languages.
- MISC • **ITIL** v2.0 certified 2005.

MISCELANEOUS

One year studding Jazz, Paris (1996/1997, Jazz Guitar department). Squash player.