

Dan J. Drylewicz

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PROFESSIONAL EXPERIENCE

SFR (Vivendi Group) : Key Account Manager – International Accounts Oct 2009 - Present

- Develops the sales strategy with Vodafone to win complex global sales.
- Helps IT and marketing directions with their projects.
- Negotiates contracts and master services agreements.
- Drives and motivates the business partners, distributors and integrators ecosystems.
 - ➔ Signed contracts over 1M€: Johnson & Johnson, Roche, Delphi, MAN, Saft, Autoliv, AkzoNobel.
 - ➔ Performed over sales targets in 2010 and 2011.

IBM : Key Account Manager - Responsible for Orange Jan 2008 – Oct 2009

- Managed a business volume of 20M€ at a worldwide level.
- Coordinated and motivated the Business Partners network.
- Organized the Roadshows in France and in the US.
- Managed a two junior sales team and a Technical Account Manager.
 - ➔ Successfully extended the worldwide 20M€ sourcing contract.

IBM : Marketing Manager (Business School Internship) 5 months 2007

Senso Telecom : Account Manager (Business School Internship) 4 months 2006

Alcatel-Lucent: Marketing Manager (Engineering School Internship) 6 months 2006

Orange : Project Manager (Engineering School Internship) 4 months 2005

SCT (Services & Consulting in Telecoms) : Account manager (Internship) 3 months 2004

Neuf Cegetel : Webmaster (Internship) 2 months 2003

EDUCATION

IBM Global Sales School, Europe Sept 2007 – Mar 2008

- Followed the one year **IBM European Graduate Program** and graduated with distinctions.

TELECOM Ecole de Management, Business School, Paris Sept 2006 – Sept 2007

- **Post Master's degree** in International Business.

ECE Ecole Centrale d'Electronique, Paris Sept 2003 – Sept 2006

- **Engineering degree.**
- Major in Telecommunications and Networks, Minor in Business Engineering and Marketing.

ETS Ecole de Technologie Supérieure, Montréal Sept 2005 - Jan 2006

- Participated in the Canadian student exchange program Crepuq and followed a course in Telecommunications, Networks and Project Investment.

Staffordshire University, UK Sept 2003 - Jan 2004

- Participated in the UK student exchange program for engineering students and obtained the Certificate.

Baccalauréat Scientific Series, Paris June 2001

- A-level specialized in science.

Skills

- **International Business:** Complex sales in multicultural environments, Negotiation C-Level, Prospecting.
- **Marketing:** IT Services marketing, Operational marketing.
- **Telecommunications:** Mobile and fixed networks technologies.
- **IT:** Server, storage and datacenter technologies.
- **Languages: French:** native speaker, **English:** fluent, TOEFL(600), TOEIC(965), IELTS(7), **German:** basic

OUTSIDE INTERESTS

- **Hobbies:** Addicted to travels, fascinated by Asian cultures and fond of photography.
- **Sports:** Jogging, swimming, golfing, skiing.