

## Dan J. Drylewicz

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### International Key Accounts Manager

## PROFESSIONAL EXPERIENCE

### SFR Business Team : Account Manager – Key International and Vodafone Accounts Until now

- Manages the relationship with Vodafone GAMs to leverage key synergy and win complex global deals.
- Leads business development with a focus on Convergence and IP based services.
- Helps clients invest in custom made telecommunications offers that perfectly fit their needs.
- Leads the business relationship with IT department and corporate purchasing department.
- Negotiates Master Services Agreements and their extensions and ensures TCO improvement.
- Drives a Business Partners ecosystem to find new leads and strengthen customers' base loyalty.  
➔ Signed MAN Truck & Bus.

### IBM : International Client Executive for France Telecom/Orange Sept 2008 - Oct 2009

- Managed a business volume > 20M€ at a worldwide level.
- Negotiated with France Telecom's purchase department at Corporate Level.
- Built and referenced IBM's Infrastructure offer at France Telecom/Orange.
- Lead the business relationship with key deciders and answered to RFPs and RFIs.
- Identified, qualified and followed key opportunities until signing and full client satisfaction.
- Drove IBM internal teams to deliver unified and efficient proposals.
- Organized Roadshows in France, Europe and in the US.
- Coordinated and motivated the Business Partners network.
- Advised IBM international sales teams dedicated to the account.
- Followed strategic and technologic trends at the client to identify new growth areas.
- Managed a two junior sales team and a TAM (Technical Account Manager).  
➔ Successfully extended the worldwide 20M€ sourcing contract between France Telecom and IBM.  
➔ Signed a 1 million Euros datacenter contract in Orange's IPTV environment.

### IBM : Systems Sales - Telco / Media / Energy Aug2007 - Aug 2008

- Managed Sales of Large Accounts: Group Bouygues, Capg mini, Atos Origin, Steria.

### IBM : Marketing Manager & Sales support at Global Technology Services Fev - Aug 2007

- Developed references for every GTS Service Product Line.
- Analysed key deals and produced Case Studies demonstrating IBM solutions quality.
- Controlled costs of 200k€ marketing budget.
- Participated to analysts and business partners events (IDC, Software Trends) as an IBM representative.

### SENSO - TELECOM : Marketing and Business Manager (Bus. School Project) Sept - Fev 2007

- Defined the marketing plan, the offer and the pricing policy of an International VoIP Telephony service.

### ALCATEL-LUCENT : Analyst, Marketing Strategy (End of Studies Internship) Fev - Aug 2006

- Conducted economic intelligence and positioning of the professional services consulting offer for NGN / IMS solutions.
- Created a portfolio of references highlighting the strategies and solutions successfully used by Alcatel.
- Improved Business Case and participated to the definition of the pricing policy for the consulting services.
- Analysed markets worldwide to identify prospects (operators).
- Created and managed a knowledge management space for the consulting team.

### AVANQUEST : VoIP Networks Expert (End of Eng. School Project) Jan - Fev 2006

- Determined how to integrate videoconference in BVRP messenger by way of an interconnection between LAN and 3G networks.

### FRANCE TELECOM : Project Manager, DSL / IP Networks Expert (Internship) May - Aug 2005

- Managed a three Web Technician team and led the project to its end successfully.
- Planed and supervised the migration of the DSL / IP Networks site to a new logic based shell.
- Dispensed training on the administration interface of the new back office to the management staff.
- Created and set up a procedure to secure confidential data.

### ECE : Project Manager (Eng. School Project) Fev - April 2005

- Managed a Wifi deployment project.

### SCT (Services & Consulting in Telecoms) : Sales Representative (Internship) Sept - May 2005

- Synchronised and followed up the development of a statistics based software for IPBX for SCT.

### SCT : Intelligence Manager (Internship) July - Aug 2004

- Conducted a market study on Voice over IP and Telephony over IP solutions.
- Set up and followed up telephony and data offers.

### NEUF CEGETEL : Webmaster / Traffic Manager (Internship) July - August 2003

- Created, updated pages and optimised the referencing system of the corporate website.
- Upgraded the flowchart system with a web-based interface.

### ECE : Project Manager (Eng. School Project) Oct - June 2003

- Led and co-ordinated an optics project based on Michelson Interferometer to create holograms.
- Developed and maintained a website for the project.

**SODEXI DATA CENTER : Webmaster / Webdesigner (Internship)** Feb - April 2002

- Generated WebPages with iDune - Dev2Go.

**TISCALI** Dec 2000

- Won the website contest (1000 challengers).

## EDUCATION

**IBM Internal Trainings** 2009

- Followed the IBM Leadership, MBTI and Process Communication courses to strengthen management skills

**IBM System Sales Certification** 2009

- Successfully passed the certification of IBM System Sales with a high grade > 80%

**IBM Global Sales School (GSS), Paris, Brussels, Madrid, Milan, Amsterdam** 2007 - 2008

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

**INT Management Business School, Paris** 2006 - 2007

- Post Master's program in International Business Engineering.**

- Followed a course in Project Management, Negotiation, Innovation Management, Business Law, Finance.

**ECE Graduate School of Engineering, Paris** 2003 - 2006

- Engineering course at ECE (Ecole Centrale d'Electronique de Paris), Graduate school of engineering in Paris in partnership with the "Centre National des Arts et Métiers" (CNAM).

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

**E.T.S. Graduate School of Engineering (Montréal, Québec)** Sept 2005 - Jan 2006

- Participated in the Canadian student exchange program Crepuq and followed a course in **Telecommunications, Networks and Project Management** at ETS (Ecole de Technologie Supérieure).

**Staffordshire University Certificate (UK)** Sept 2003 - Jan 2004

- Faculty of **Computing, Engineering & Advanced Technology** in the UK.

**Preparatory Classes: E.C.E.** 2001 - 2002

- Intensive program in Mathematics and Physics preparing entrance to the engineering course.

**Baccalauréat Scientific Series** June 2001

- Equivalent to an **A-level specialized in science.**

### Languages

**French:** native speaker      **English:** fluent, TOEFL(600), TOEIC(965), IELTS(7)      **German:** basic

### Skills

- Marketing:** International Services Marketing, Marketing Research and Analysis, Marketing Strategy in Telco, Operational Marketing, E-Marketing, Knowledge Management.
- Business Engineering:** Project Management, Strategic Management, Negotiation, Business Law, Accounting, Innovation Management, Finance.
- Telecommunications:** Cellular Networks (GSM, GPRS, EDGE, UMTS), Antennas, Signal Processing, Microwaves, Analogical / Digital Transmissions, Optical Fibers, MathLab, Simulink, EDX, Ethereal.
- Networks:** LAN/WAN, VPN, SSL, SSH, QoS, DMZ, Wifi, Wimax, IMS, Cisco IOS, Opnet, Firewall, Router.
- Languages:** C/C++, HTML, PHP, Java Script, UML, SQL, Access.
- Environments:** Windows XP/Vista, Mac OS X, Linux.
- Applications:** IBM Lotus Suite, Corel Office, Open Office, MS Office, Visual Studio, Visio, Project.
- Web:** Dreamweaver, Flash, Fireworks, Golive, ImageStyler.
- Graphic design:** Photoshop, Illustrator, Paint Shop Pro, Corel Suite, XPress.

## OUTSIDE INTERESTS

- Graphic designer** of ECE's newspaper (2003 – 2005)
- Leader** of an 80 person group in a virtual world on the Internet (2000 – 2003).
- Freelance** webmaster (2000 – 2005)
- Provided bachelor students with lessons in information technology (2000 – 2005)
- Provided on demand hardware and software support (2000 – 2005)
  
- Hobbies:** Travelling abroad on all continents and fond of photography.
- Sports:** Jogging, swimming, skiing.