



Matthieu FLEITZ

ABOUT ME

Customer satisfaction oriented computer science engineer, specialising in business development and account management. A continuous learner who loves to face new challenges and work with the best teams in cloud, network, applications and infrastructure areas.

SENIOR BUSINESS MANAGER

CONTACT

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SKILLS

Languages :

French (native)
English (fluent, TOEIC 920)

Complex sales
Management
Cloud technologies
Network (Cisco technologies)
Unix, Linux, macOS servers admin
Web marketing
Dev : PHP / js

HOBBIES

Tech & IT
Soccer
Rock Climbing
Personal Development
Webmaster for 6 live websites
Teaching in Engineer Schools :

- Management courses
- Emotional Intelligence
- IT Performance

WORK EXPERIENCE

Today
2017

SENIOR BUSINESS MANAGER

ALTEN SA, IT 35k e. / Turnover > 2Bn€/Y, Paris

Account executive, customer : Orange (Cloud, Network, IT Areas)

Developing net new business (6 new accounts)
Identifying, driving and closing complex deals
Managing P&L of my business unit : >3,5M€ / Y
Sales team direct coaching and onboarding
Customer satisfaction
Finding and recruiting IT talents
Engineers management (50+ people)



2017
2013

RETAIL SALES SUPERVISOR

APPLE PREMIUM RESELLER, Retail 100 e. / Turnover 5M€/Y, Paris

Fully supervised 3 Apple Premium retail stores
Coached sales managers and sales team
B2B business developer for SMB
Store management
Customer relationship management



2013

SEO PROJECT MANAGER (intern)

CyberCité, Webmarketing, 150 e. / Turnover 15M€/Y, Lyon

Web Marketing and SEO strategies for SMB
Project management
Customer relationship management



EDUCATION

2013

LYON 2 University

Additional Master 2 in Marketing and Communication

2012

ESI - Ecole supérieure d'informatique de Paris

2007

MSc Computer Science Engineer

Certified by the French State Level I (Bac + 5 , Engineer, Master 2)

Courses in partnership with major IT brands : Oracle, Cisco, Apple, Microsoft, Intel, IBM.

2007

Lycée de la fontaine du Vé, France

A-Level - physics, chemistry