

PATRICK GIRY-DELOISON

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Patrick.Giry-Deloison@SaMaTransformation.com
British & French bi-national
Bilingual

A proven international business professional in sales, marketing and strategy with a passion for developing and sharing his knowledge and experience of business innovation.

TEACHING EXPERIENCE (EXTRACT)

ESCP: AFFILIATE PROFESSOR OF MARKETING

EBS (EUROPEAN BUSINESS SCHOOL – PARIS): LECTURER IN INTERNATIONAL BUSINESS MANAGEMENT

HEIP: LECTURER IN INTERNATIONAL BUSINESS MANAGEMENT

KEDGE BUSINESS SCHOOL: LECTURER IN INTERNATIONAL BUSINESS MANAGEMENT

MONTPELLIER BUSINESS SCHOOL: LECTURER IN INTERNATIONAL BUSINESS MANAGEMENT

PUBLICATION

« Oser l'auto-disruption ou être disrupté ? » in « Le Monde et la Gouvernance des ETI – Création de Valeur des Conseils des ETI confrontées aux évolutions majeures du monde », Ed. L'Harmattan, sous la direction du Dr. Valérie Lejeune et de Guy Le Péchon.

BUSINESS EXPERIENCE

SINCE 2013

SaMaTransformation: Business Coach & Operational Consultant — www.SaMaTransformation.com

- Supporting leadership teams in the definition and implementation of their growth strategies through the transformation of their sales and marketing strategy, organisation and practices
- Business coaching of executives
- Training and coaching of start-up mentors
- Workshops animator and conference speaker on innovation, digital transformation, talent development, new business models, disruption and sustainability

UNTIL END OF 2012

Alcatel-Lucent, Alcatel, Alcatel Data Networks (Alcatel/Sprint joint venture)

- 2011-12: VP Go-to-Market – EMEA Customer Solutions

- 2009-10: VP Marketing & Communications (worldwide) – Services Group
- 2006-09: VP Communications (worldwide)
- 2005-06: VP Marketing & Communications (worldwide) – Fixed Communications Group
- 2001-04: AVP Alliances & Channels (Europe & worldwide) – e-Business Group, Fixed Solutions Division,
- 1997-01: AVP Marketing & Communication – Enterprise (Global)
- 1994-97: Sales Director – Alcatel Data Networks (Europe / International)

Ericsson

- 1992-94: Sales director (France) – enterprise networks

IBM France

- 1987-90: Sales manager
- 1985-87: Product Marketing Manager
- 1982-85: R&D Engineer

BOARD & ADVISORY POSITIONS IN START-UPS

ISAHIT — www.isahit.com (past)

RemplaFrance — www.RemplaFrance.com (acquired by ADECCO)

ELIKA TEAM — WWW.ELIKATEAM.COM

Peripheral — www.peripheral.com

BUSINESS ASSOCIATIONS

- Board Member of the trade association **FITT FRANCE** (Forum de l'Innovation Technologique et de la Transformation)
 - Founding member and co-animator of the **INSEAD BUSINESS ANGELS** Club Alumni France
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EDUCATION

- 1991 **MBA** – INSEAD
 - 1982 **Master of Science** – École Supérieure d'Électricité, France
 - 1981 **Bachelor in Economics** – Sorbonne University, Paris
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