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Bertrand SANSON

Pre-Sales Network Engineer



Professional Experiences

Since 01/2014 **Pre-Sales consultant Engineer for large accounts**

Teneo UK company– Paris (permanent contract)



- ▶ Working for an Infrastructure Optimisation and Security Specialists, in charge of the two main customers: Schneider and Alstom with revenue over \$ 5 Million.
- ▶ Manage technical leadership and ownership of customer Proof of Concepts and technical investigations.

07/12-12/13 **Account Associate NAM**



Orange Business Services – USA / New York City (temporary contract)

- ▶ Worked on the development of multimillion dollar business opportunities through RFP processes
- ▶ In charge of Western Union and Circle du Soleil with billing, pricing and designing solutions. Revenue over \$ 6,2 Million yearly

02/11- 07/12 **Pre-sales Engineer for large accounts**



SPiE Communications – Paris (permanent contract)

- ▶ Designed telephony architectures (ToIP and TDM) - new systems ,upgrades and migration solutions
- ▶ Produced high-level quality designs and proposals as well as presenting the solutions to customers – Toip projects : Pôle emploi SaaS for 50000 users / UGAP >40M€ / SAUR >1M€
- ▶ Pre-sales engineer for Telecom operator (subsidiary company of Spie: VeePee)

2009-2011 **Pre-sales Engineer for large accounts**



Altitude Telecom – Rouen (permanent contract)

- ▶ In charge of a VoIP project for the MINEFI (French Ministry of the Economy) IP trunking with very high availability , 10 million of outgoing minutes, 360 channels, 2 M€

2006-2009 **Consultant / Pre-sales Engineer for regional accounts then for major accounts**

- 2009 Pre-sales Engineer for larges accounts for Altitude Telecom(Telecoms operator) – Rouen** (apprenticeship)
- 2008 Pre-sales Engineer for regional accounts for Altitude Telecom– Rouen** (apprenticeship)
- 2008 Vellore Institute of Technology – INDIA** Telco department - Voip case study (3 months: Professional training)
- 2006 Consultant - AxelIP – Service Company (subsidiary company of Altitude Group) – Rouen** (apprenticeship)
 - ▶ Specializing in Telecoms and network engineering for companies: feasibility study and writing work specifications, business propositions, designing technical and functional projects.

Languages and certifications

Languages

- ▶ French : Mother Tongue - English : Fluent - Spanish : basic

Certifications

- ▶ Riverbed : RSCA-W & RSCA-SD Certified and Palo Alto Network : ACE Certified

Studies / Diplomas

2006 - 2009 **Graduate School of Electrical Engineering: ESIGELEC**

- ▶ Degree in apprenticeship, specialization: Computer and Networks.

2004 - 2006 **Two-year degree, French equivalent of the HND : specialisation in Telecommunications and Networks**

- ▶ “D.U.T Génie des Télécommunications et Réseaux” at the Institute of Technology in Rouen.