

Tony PRÉZEAU

16 rue du Bois Taillis
38610 GIERES
Tel : (+33) 676 124 817
tony.prezeau@gmail.com

Objective:
**Business development by innovative
and customer-oriented solutions in
a multicultural context**

Skills

Marketing/Business development

- Listen to customers, **identify unmet or latent needs**, assess and segment potential markets
- Define the **product/service mix**, price and competitive positioning
- Follow up sales and customer portfolio
- Create **communication and offer promotion tools**
- **Create and realize the training** of sales and technical assistance teams
- **Launch new solutions** in different fields: metallurgy, mechanical industry, environment, energy (hydraulic, nuclear), mines

International experience and languages

- Manage projects in an **intercultural and multinational** context
- **Pilot a EU Steel Fund (RFCS) project**
- **Fluent English:** daily professional context
- **German:** operational
- **Japanese:** basic level (2 years during school)

Research and Innovation

- Define corporate **Innovation strategy**: projects and products portfolio management, business plans definition and implementation
- Develop an **innovation network** with experts, technical centers and suppliers
- Set up **business intelligence tools** for market, technology and competition watch
- Manage Industrial Property, write or assess patents
- **Co-develop new products / solutions / process** with suppliers, customers and technical partners (universities, tech centres, clusters)
- **Communicate** internally / externally and **report** to Top Management, member of the Executive Committee

Computer skills

- Use proficiently Office and Lotus Office suites, Lotus Notes databases and AS400 ERP
- Research and monitor Internet activities

Work experience

March 2002 to date



Corporate Research and Innovation Director (since April 2009), **WINOA** ex-**Wheelabrator Allevar** (38 - France), **world leader of steel abrasives**.

*Hierarchical responsibility of 5 engineers and 7 technicians or operators
Reorientation of Innovation strategy - R&D budget and staff doubled in 2 years*

Corporate **New product development manager** and **Specialty products market manager** (Sept. 2003 to March 2009)

Development and launch of a pilot plant with new production process tools, new product development and launch of a new nanotechnology.

Methods and Process Engineer, (March 2002 to Aug. 2003) for the 14 plants of the Group (Eastern and Western Europe, Asia, North and South America)

June '99 to Feb 2002



Production **Technical Manager**, **Sollac Atlantique** Dunkirk (59-France), yearly production of 6 million flat carbon steel tons (**ArcelorMittal** Group)

*Process and industrial performance improvement, pilot of problem-solving teams for Health & Safety, Quality and Environment **continuous improvement***

Sept. 1998 – May 1999

Scientific military service, **Commissariat à l'Energie Atomique** Pierrelatte (26)

Education

1995-1998

« **Ingénieur Ecole Centrale Paris** » - **Materials science and engineering**

(after « Classes Préparatoires » at Lycée Clemenceau - Nantes (Math Spé M'))

http://www.ecp.fr/lang/en/home/International_Relations/International_Programs/Semester_and_Year_abroad/french_educational_system

1992

Baccalauréat C (specialized in Science and Math.) with High Honors

Other interests and activities

Patronage: Set up a humanitarian program with Plan France association to improve the living conditions of working street children in India.

Culture: Amateur actor, storytelling, improvisation

Sports: Badminton, trekking