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Jean-Marc ODET

Personal Details

- Marital status: married, 2 children
- Nationality : French
- Age: 47

Career objective

To take the business responsibility of a Product or Business Unit within an international company in the high tech area.

Professional experience

Since June 2008 : Aastra, Paris, Sales Director France

In June 2008, due to the situation of Nortel, I decided to accept an opportunity to join Aastra as Sales Director. I joined in June 2008 and my first responsibility was to reorganize the team after the acquisition of the Ericsson enterprise Sales team. The Sales organization within Aastra in France is now composed of 40 people, spread over the French territory. In the second half of 2008 I have been given a target of 44 M€ which I achieved. In 2009, I accepted a target of 85 M€, which has been achieved. For 2010, at the end of September we will be at 96% of target in terms of billing, and 100% for order intake.

2006 - 2008 : Nortel, Paris. Sales Director, Enterprise Market for France.

Between 2006 & 2008, I managed a team of 30 Sales representatives for Direct Touch and Channels. Target in 2006 was 30 m\$ of revenue for the second half of the year, which I achieved. Target for 2007 was 72 m\$ which I overachieved with a result of 74 m\$, 3% above target from a margin perspective. My target also included a margin element and a cash element. The team included a Channel team, and three teams of Direct Touch Sales for Large Accounts, Mid Market and SMB.

2002 - 2005 : Nortel, Paris. Marketing Director Enterprise Solutions for Nortel Networks France and Middle East Africa.

Between 2002 and 2006, I took the responsibility of running Marketing and Pre-Sales for the Enterprise Solutions of Nortel Networks France and Middle East Africa. My responsibility was

to build up the marketing programs and tools, including telemarketing, direct mail, relationship marketing with partners and provide pre sales support to customers and channels. Achievement in 2003 is of 106 M\$, 133 M\$ in 2004, and 143 M\$ in 2005. I was managing a team of 30 people located in Paris, Johannesburg, Dubai, Riyadh & Cairo.

2000 - 2002 : Nortel Networks, Paris. Director of Data Network Engineering, EMEA. Manages directly 40 people and indirectly ("dotted line") 230.

Between January 2000 and the end of 2001, I have been in charge of running a European group of 40 experts in the field of data networks. The team was spread out over 7 countries. This responsibility also included the indirect ("dotted line") responsibility for all Data Sales Engineering groups in EMEA, 230 people. As such, I was responsible for ensuring that staff was appropriately sized, trained, and that relevant processes were put in place.

1996 - 2000 : Nortel Networks, Paris. Sales Engineering Manager for Carrier Data Solutions. Management of 20 people.

Hired as a Sales Engineer in charge of designing, giving engineering support, and growing the volume of sales within France Telecom's data network (Transpac, from 3 MUSD in 1996 to 30 MUSD in 1999), I took the responsibility to set up a team of 12 people to increase Nortel Networks market share in the Carrier Data market. The volume of sales in Carrier Data Networks in France increased from 10 MUSD in 1996 to 60 MUSD in 2000.

1991-1996 : British Telecom France, Paris. Account Manager.

As an Account Manager I succeeded in selling two major networks for Decathlon (6 MUSD order), and for Schneider Electric (10 MUSD order), among other smaller sales.

1989 - 1991 : Exxon Chemical Europe, Brussels. Telecoms Manager.

Initially Telecoms Manager of Exxon Chemical France, I became responsible for the evolution of the telecommunications network - voice, data and video - of Exxon Chemical in Europe to support the project of consolidation of the Data Centers (aimed at reducing operating costs). In this project, I was part of an international team based in Brussels interfacing with the headquarter in North America.

1987 - 1989 : Bull France, Paris. Technical Engineer.

My responsibility was to validate any new Telecommunications media on captive test bed before its introduction into the internal network of Bull in the world.

Education

Graduate of Ecole Nationale Supérieure des Télécommunications de Bretagne in 1987. DEA (equivalent of Master) of Signal Processing in 1987. Fluent English. Diploma from the Chambre de Commerce de Rennes in 1987.