



# Mathieu Bloch

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48 years old, French, C resident permit 

## Summary of qualifications

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More than 20 years of sales and marketing background spans all stages. Entrepreneurial spirit. Thrive in dynamic environments demanding innovative thinking and problem solving abilities

- Business Plan Development & Execution
- Product Management & Corporate Strategy
- Budget Management & Sales Forecasting
- Inspiring Team Leadership & Sales Training
- Multi-Million Negotiation & Deal Closing
- Market Penetration & Key Account Management
- Proposal Development & Presentation
- Customer Needs Identification & Analysis

## Career and accomplishments

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UET Ecodyne – Power Generation – Water/Oil - Air Cooled Heat Exchangers – Uster, Switzerland

**Sales Manager, 04/2023 - 12/2024**

- Closed \$8M in revenue in 8 months. Drove strategic sales growth and revitalized key accounts.
- Discovered and developed a multi-million dollar market segment, expanding business opportunities.
- Designed a digitalization roadmap and configuration tool, boosting customer value and company profitability, and scaling offers by reducing preparation time.

ABB – Power Distribution and Control – Mining, minerals and cement – Baden-Daettwill, Switzerland

**Area Sales Manager N&W Africa (High-Voltage to Low-Voltage Turnkey Electrification solutions, control & instrumentation system, infrastructure, Digitalization), 03/2015 – 06/2021**

- Led, negotiated and/or closed multi-million offers including construction activities.
- Penetrated the North African market through seminars, workshops, and strategic offers.
- Selected a team and developed a SaaS offer increasing profitability by 3x for a product line in digitalization.

Alstom Power (acquired by General Electric)– Power Generation (Power Plants) – Baden, Switzerland

**International Sales Manager of Gas products (Gas & steam turbines, HRSGs), 01/2012 – 09/2014**

- Led the preparation of offers totaling over \$400M for Europe, MEA, and Asia.
- Negotiated and secured a \$30M project, managing cross-functional teams of specialists.

**Global Product Manager, Steam turbines for coal, gas and solar power plants, 04/2011 – 04/2012**

- Convinced management to change product strategy, adding significant value to the solar business.
- Stopped unprofitable programs and supported investments to diversify the portfolio.

**Product Promotion Manager, Turbogenerators & Industrial steam turbines, 12/2008 – 04/2011**

- Defined and executed the promotion strategy for the launch of existing and new product lines.
- Recruited and managed the product promotion manager for nuclear activities.

Rêve de menus – B2C Web – Nice Area, France

**Founder of the company, 08/2007 – 09/2008**

- Created a pioneering website with thousands of monthly visitors, enhancing user engagement and interaction.
- Secured interest from a multinational advertising company and national French media.

Saft Group (acquired by Total Energies)– Energy storage – Paris Area, France

**Sales Manager, French Railway Market, 05/2006 – 07/2007**

- Prepared, defined and delivered a +\$10M dollars sales budget and negotiated frame agreements.
- Successfully negotiated sales prices amid a 400% increase of the nickel price.

Enertec (acquired by Thales Security) – CCTV for urban transportation and aircrafts – Paris Area, France

**International Sales Manager, 01/2003 – 03/2006**

- Generated over \$1M in revenue and expanded into the USA and European markets.
- Managed a sales representative in Chile. Led an innovative offer for the Airbus A380 program.

Consultant – Avionics, Aircraft Industry – Paris Le Bourget, France

**Project Manager** of avionics systems retrofit, 09/2000 – 10/2002

- Managed a team of consultant engineers and oversaw a major avionic system retrofit for a VIP aircraft.
- Served as Technical Director, successfully starting up a company specialized in avionics retrofit.

## Education & Honors

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**Master of Science & Engineering, Mechanical and Electrical** – E.S.T.P – Paris, 1997-2000: Graduated 3<sup>rd</sup> in my specialty.

**Baccalaureat (Maturät)** with Honors (French High School) – Strasbourg, 1995

## Continued Education

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- Game theory (mathematical modeling of strategic interaction), Stanford (12/2014)
- Inspiring Leadership through Emotional Intelligence, Case Western Reserve University (11/2014)
- Successful Negotiation, University of Michigan (11/2014)
- Business case, ESSEC Business School teacher (05/2011)
- Professional Presentation Skills “Power Speech” (11/2009). Professional Selling Skills, Achieve global (09/2006)

## IT

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- MS Office, SAP, Salesforce, Python, Java, Neural Networks, Genetic and Evolutionary Algorithms.

## Languages

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- French: native. English: fluent. German: conversational