

38 years old
Nationality French
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Anne-Sophie GAUTIER

Senior Sales Representative

15 years of experience in business development
and project management

Work Experience

02/2015 - 09/2022



Associate Director, Sales Representative - Moody's Analytics SAS

Relationship Manager and Enterprise Risk Solution Domain Sales Specialist in charge of the relationship with strategic clients in France, Luxembourg, Switzerland and Monaco.

Responsible for driving and managing the sales process for Moody's products and services such as data, risk models and regulatory software suit (Saas and On Prem)

Results

Book of business 7M€
Renewable and One Time targets reached

Clients

15 systemic banks in Europe

06/2012 - 02/2015



Business Manager - Groupe JEMS

In charge of 3 key accounts

- Promotion of the company service offer : Software development, Business Analysis, Application Support, Database, System and Network Administration
- Sales development and negotiation of contracts terms with procurement teams
- Recruitment and management of consultants

Results

Annual Sales Value > 3 M€

Main Clients

BNP CIB GECD, BNP IP, HSBC

03/2011 - 06/2012



IT Relationship Manager, BNP Personal Finance Technology - Beijaflore consultant

In charge of the relationship between BNP PF Technology and its french subsidiaries (such as Cofiparc, Domofinance, Effico, Crédit Moderne, CMV Mediforce) and partners (BNP Paribas Retail and AXA)

- Customer's requests management, as single point of contact within BNP organisation
- Management of the project portfolio tools (15.000 man-days, 100 projects)
- Governance committees facilitation and support preparation

Results

Budget and deadlines met

10/2008 - 03/2011



Business Developer - Addstones Consulting

In charge of 2 key accounts

- Promotion of the company service offer : Software development, Business Analysis, Application Support, Project Management Office
- Sales development and negotiation of contracts terms with procurement teams
- Recruitment and management of consultants

Results

Annual Sales Value > 2M€

Main Clients

SGCIB, CA CIB

07/2006-08/2007



Project Management Officer - BearingPoint, Financial Services Team - Internship -

- Assigned on a software development project (Employee saving plans management)
- Budgets, planning & risk indicators monitoring

Results

Budget and deadlines met

Client

S2E

Education

2007 - 2008

Master in Finance at Québec University of Montreal, Canada : Portfolio Management, Capital Market, evaluation and analysis of the financial statements, economic analysis

2004 - 2007

Institut Mines-Télécom Business School, Evry, France

2002 - 2004

Preparatory class for Business School - Lycée Dessaignes, Blois, France

Language and expertise

Competences

Business Development, B2B Sales, Business Strategy, Project management, Team management, Consulting services, Software, Saas migration

Tools

Office, CRM : Salesforce, BI : Tableau, Gestion de projet : Clarity

Languages

French (Native), English (Fluent), German (Basic)