



BUSINESS UNIT MANAGER

Matthieu CURY

49 years old / 01-14-74
16 rue de l'Alouette.
37 300 Joue les Tours Fr.
Cel: +33 (0)6 31 73 62 23
matthieu.cury@gmail.com

Key account manager and now Business Unit Manager for more than 20 years in a European wide car industry, I am seeking for new challenges in a dynamic & high-growth company where I can bring my expertise in an expanded commercial role. Results oriented and customer minded, I always exceed all my objectives (volume and value). By changing industry (metallurgy, plastics & now electronics), I have proven my ability to learn and adapt to new business environments. My detection and understanding of my customers needs have enabled me to successfully negotiate the continued profitability of my accounts in a very tight and fiercely competitive automotive market.

CAREER HISTORY

ALL CIRCUITS | ELECTRONICS SUPPLIER | 320 M€ T.O. | BUSINESS UNIT MANAGER | 2015 – TODAY

Management & development of Valeo Key Accounts.

86 M€ yearly budgeted turnover in 2023. + 58 M€ versus 2015.

Point of contact for Valeo accounts for any normal and customary business requests. Manage the company local sales, supply chain and operations for supporting the account and ensuring they are properly trained on the strategy and status of the account.

Identify, qualify and develop additional businesses. This is multinational effort demanding the ability to match customer needs to All Circuits intellectual & industrial capital.

Negotiate submitted proposals. Gain new projects and manage them through All Circuits global organization to guarantee they are developed in time and are reaching the targeted profitability when entering into mass production.

Manage P&L's across business lines to ensure customer and All Circuits obligations are met to the discipline of the commercial arrangements in place. Lead complex negotiations with the customer ensuring the profitability of the customer account.

Create annual budget and take responsibility for the delivery of the related targets for All Circuit and customer benefit.

Responsible to fix or escalate issues to both customer and / or All Circuits top management when required.

Main Achievements:

Multiply by 3,5 the global T.O. of my key accounts in 7 years.

Automotive projects introduction on subsidiaries that never adressed such market: Bayonne, Fr: 22 M€ yearly T.O. / Ben Arous TU: 10 M€ yearly T.O. / Gudalaraja Mex / 13 M€ yearly T.O.

PLASTIVALOIRE | PLASTIC PARTS SUPPLIER | 580 M€ T.O. | KEY ACCOUNT MANAGER | 2006 – 2015

Management & development of Valeo, Faurecia & Johnson Control Key Accounts.

40 M€ turnover in 2015. +18 M€ versus 2006.

Point of contact for my key accounts for any normal and customary business requests.

Build and strengthen relationships with the customers. Ensure relationships are developed at all relevant levels in the client organization by involving the Plastivaloire global team.

Provide regular sales and activity reports within Plastivaloire executive board including to the C.E.O.

Receive and manage Customer Request For Quotation. Making Plastivaloire intellectual and Industrial skills match customer needs.

Drive overall cost calculations, prepare and submit proposals. Negotiate submitted proposals with the clients and get new business awarded. Introduce and follow new projects through plastivaloire global and local production site organizations.

Main Achievements:

Order taking: 2011, 2012, 2013 and 2014 best sale performance of the commercial team.

New account development's, from scratch to 16 M€ yearly turnover (Faurecia & Johnson Control).

LISI AUTOMOTIVE | COLD FORGING PARTS SUPPLIER | 460 M€ T.O. | SALES ENGINEER | 2001 – 2006

Development of my clients' portfolio: Bosch, Fuji Autotech, Hutchinson, Sanden & Valeo.

22 M€ Turnover in 2006. + 8 M€ versus 2001.

Maintain strong client relationship, prices and sales management of existing product lines.

Collect, understand and consolidate customer requirements. Treat RFQs with the support of the technical team. Prepare and submit proposals. Negotiate submitted proposals with the clients. Gain new projects and follow their developments through Lisi Automotive global and local organization.

Successfully lead negotiations with various nationalities: Czech, French, German, Japan, Spanish & Tunisian.

C.P.R.O. | AUTOMOTIVE C.A.D. SUPPLIER | 500 K€ TURNOVER | SALES ENGINEER | 1999- 2001

C.A.D. Engineers outplacement in Renault & Peugeot research & development centers.

Body car parts gauges sale to Hutchinson and Cf Goma Customers.

EDUCATION

D.E.S.S. ENSEIGNEMENT SUPERIEUR INDUSTRIEL | PARIS VI UNIVERSITY.

With distinction.

Sales as an option.

9 months internship as sales Engineer (C.P.R.O).

MAITRISE DE SCIENCE ET TECHNIQUE METZ UNIVERSITY

Engine and thermic machine as an option.

LANGUAGE SKILLS

EN: Advanced. Bullats: C1 / Toic: 850 pts.

FR: Mother tongue.

KNOWLEDGE SKILLS & ABILITIES

- ✓ Advanced automotive industry knowledge
- ✓ Advanced product, process and industrial knowledge.
- ✓ Strong at building and sustaining relationships at the highest level in both internal and customer organizations.
- ✓ Advanced negotiation skills
- ✓ Superior communication skills, both written and spoken.

INTERESTS

Rugby: 25 years of club practice (Aix en Provence, Grenoble, Metz, Belfort, Tours).

Motorsports: FR 2000 track days & Karting.