

Patrice VIGNE

TECHNICAL SALES MANAGER

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Nationality, French

ABOUT ME”

Passionate of technology & business development, I've spent most of my career in highly technical industries by getting a whole 360 from conception, key account management, aftermarket to phase out with the purpose of creating mutual benefit for customers and my companies resulting in project rentability & customer satisfaction. I've managed international projects that have generated improvement of the volume of margin by +46%, back order reduction -20%, obsolescence -10% and customer retention by +15%.

EXPERTISE

SALES	POWER BI
ENGINEERING	EXCEL
MARKETING	POWER POINT
PROJECT	PYTHON
TEAM MANAGEMENT	CATIA
LOGISTICS	SAP

LANGUAGE

 **FLUENT**

 **FLUENT**

 **INTERMEDIATE**

 **INTERMEDIATE**

 **BEGINNER**



WORK EXPERIENCE

WACKER NEUSON Brie Comte Robert FR/May 2021 – Mar 2022 

**WACKER
NEUSON**

SPARE PARTS DEVELOPMENT MANAGER FRANCE

Market share penetration by developing the sales for all the customer channels within the network of a Construction Machine Manufacturer.

CNH Aftermarket Solutions/Bangkok TH/Feb 2020 – Dec 2020 

AMEA NEXPRO PRODUCT MARKETING MANAGER

Market share penetration by creating a 2nd brand spare parts from product definition, pricing, to network deployment for Agriculture, Construction and Commercial Vehicle segments.

CNH/Le Plessis Belleville FR/Nov 2018 – Feb 2020 

BUS LIFECYCLE MANAGER IVECO & HEULIEZ

Management of a 15 Headcounts Team.

Increasing platform rentability and customer service by improving process to manage entire lifecycle of BOM & optimizing TCO from conception to phase out.

CNH/ Le Plessis Belleville FR /Apr 2017 – Nov 2018 

EMEA PROGRAM MANAGER SPECIAL LINE PART

Management of a 5 Headcounts Team.

Market share penetration by creating alternative part lines from product definition, pricing, to network deployment for Agriculture, Construction and Commercial Vehicle segments.

ZF Aftermarket/La Défense FR/Apr 2016 – Apr 2017 

KEY ACCOUNT MANAGER RENAULT-NISSAN & BOLLORE

Developing mutual benefit with Top customers, by being a key technical sales representative so as to increase the turnover via solutions for customers.

MERSEN/Gennevilliers FR/Apr 2014 – Apr 2016 

TECHNICAL SALES MANAGER

Developing sales opportunities by defining the technical & pricing strategy for 35 branches over the world of advanced materials answering to the needs of innovative industries against high temperature, corrosion and mechanical wear.

AOTECH/St-Pierre du Perray FR/Apr 2012-Apr 2014 

TECHNICAL SALES ENGINEER

Developing new sales opportunities for engineering solutions related to composite and computational fluid dynamics resolving the search for performance in Motorsports;

DENSO/Saint-Pierre du Perray FR/Apr 2008-Nov 2010 

PSA R&D APPLICATION ENGINEER

Maximizing sales opportunities by developing R&D projects on AC loop in order to introduce new technologies upstream RFQ phase.



EDUCATION

Ecole National des Ponts et Chaussées & University Paris XII/Paris FR/2007

MASTER CIVIL ENGINEERING, 1YEAR APPRENTICESHIP IN VALEO

R&D thesis, influence of an automatized HVAC flap over pollution within cabin car.

Design of a HVAC system

University Paris XII/Créteil FR/2006

MASTER MOLECULES AND MATERIALS

Dispersoids in aluminium alloys in collaboration with CNRS.

University Paris XII/Créteil FR/2005

BACHELOR DEGREE PHYSICS

Development of an automatized solar panel.