



## CYRIL MOREAU

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### SUMMARY

Global Operations, Sales and Services Executive with 14 years managing cross functional cultural teams and building strategic partnerships in a fast-paced competitive environment in Operations, Sales and Professional Services for Software Solutions in both government and commercial industries.

#### Strengths

- Expertise in restructuring Operations to achieve optimum performance while managing costs
- Fluent in French and English with Global experience: Americas, Europe, Middle East, Africa, and Asia Pacific.
- Proficient in US Government and Global Commercial partnerships to meet extensive software guidelines and procedures

### PROFESSIONAL EXPERIENCE

INTERNATIONAL EXECUTIVE CONSULTING LLC, Vienna, VA USA

Jan 2010 – present

**Founder & CEO** - <http://www.turnaroundgrowthinternational.com>

- International Interim C-Level Management
- Change and turnaround management as well as domestic and/or international expansion.
- Provide insight and expertise to technology companies maximizing project development, orchestrating improved operations, spearheading international expansion and optimizing revenue.
- Envision and lead business transformation as well as organizational change to improve corporate performance while managing costs. Collaborate with top management and board to manage complex situations, implement transparent governance and direct tactical execution.
- Rescue failing projects and underperforming Operations; hire, mentor and optimize resources to deliver customer satisfaction. Lead, plan and budget global operations, Environments include small-cap, mid-tier Fortune 100 and global consulting enterprises.
- Help startups in building their long term strategy and build foundations for the future.
- Introduce investors (VC, PE, Hedge Funds, and Private), help negotiating deals for startups and companies seeking funds.
- Industry: HiTech, Technology, Software vendors, Mining, Manufacturing and others.

### Memberships / certifications

- Member of interimCEOinterimCFO - International Association of Interim Executives
- Member of the Maven Group
- Registered freelance industry expert advisor at GLG Council
- Interim Management – Interim Assignment, London UK

STRATEGIC THOUGHT GROUP, Washington DC USA

Jan 2008 – Dec 2009

**Senior Vice President Americas and Global Services**

- *Professional Services and Operations Management:* Relocated to the States to restructure, organize, and become the board member for the Americas Operations (US/Canada/Asia Pac/Latin America) While running Worldwide Services based in the UK and the US, led 30 Sales, Pre-Sales and Support teams, in addition to Human Resources, Marketing and Finance in the US. Improved utilization of services by 75%, revenue by 50% and EBIT (profit for the first time)
- *Project Management:* Initiated methodology and new services offering (including Training Content).
- *Strategic Partnerships:* negotiated new business in Australia, Singapore, Germany, France, Hong Kong, UK, Dubai, Saudi Arabia, New Zealand, US and Brazil. Expand corporate market place and penetration.
- *Strategic Sales Management:* Develop a new sales approach and account management strategy for the Americas customers. Dramatically exceeded sales quota for the Americas market by 350%, and Improved cash collection, \$2M maintenance revenue within 3 months
- *Client Relations:* Won new Government contracts: NASA, Lockheed Martin. Successfully submitted/accepted GSA schedule application. Retained 100% of US customers & improved customer satisfaction. Huge success in setting up and running the Americas User Conference in Washington DC.

THOMSON REUTERS ELITE, London UK

Apr 2006 – Nov 2007

**International Senior Client Services Director - (Europe, Middle East, Africa and Asia Pacific)**

- *Professional Services Management:* Full responsible for the financial performance of the client services organization Improved utilization of services to 75% & exceeded quota: services revenue to \$16.5M from \$12M (75 staff based in UK, Australia, Dubai and Hong Kong)
- *Project Management:* Create a new implementation methodology and approach & new services and support offering. Implement and lead the offshore services worldwide strategy.
- *Strategic Sales Management:* Reorganize and reenergize the organization to current market conditions. Establish constant communication program with the US HQ. Opened new offices in Hong Kong, Dubai and Australia. Increased maintenance annual revenue to \$9M and Increased Licenses/Services ratio to 3:1
- *Strategic Partnerships:* Secured major accounts in new geographies (France, Spain, Italy, Hong Kong, Australia, Middle East, South Africa and Scandinavia). Improved customer satisfaction by 30% (20 staff)

PANACEA LTD, London UK

Nov 2005 – Mar 2006

**Development and Services Director (Interim & Board Position) – Contract**

- Negotiate key strategic partnerships with Business Objects, Microsoft and Sage
- Participate in the audit and management buyer process

NIKU (Acquired by CA in 2005), London UK

Nov 2001 – Mar 2005

**Director Global Services EMEA - (Europe, Middle East and Africa)**

- *Strategic Partnerships:* Create partnerships with Sales Team to assist in selling major engagements to BT, Cap Gemini, Severn Group, etc.
- *Professional Services Management:* Re-motivate, re-sized the Global Services Team after downturn (35 Staff based in the UK, Germany, Netherlands, Spain and France) grew the team to 35 people in Services and 7 in Support. Increased utilization of resources to 85%
- *Strategic Sales Management:* Developed major accounts in France, Singapore, UK and Germany. Exceed quota by 130% yearly revenue. Grew profit margin from 17% to 34%

- *Project Management:* Define and develop internal processes and methodologies. Create documentation for use in planning, resources allocation, value tracking, skills gap, recruitment and training.

DATAWATCH CORPORATION, London UK

1997 to 2001

**Sales Director EMEA** - (Europe, Middle East and Africa)

- *Strategic Sales Management:* Increase the company's presence in Southern Europe (20 Staff based in the UK, Germany, France, Switzerland, Italy and Spain). Increased licenses revenue by 30% in 1 year.
- *Project Management:* Develop processes and methodologies for pre and post sales activities. Performed cost benefit analyses for projects – ensured alignment with strategic direction. Develop earned value tracking system for standard corporate use in financial reporting.
- *New Sales Account:* Developed major new accounts in several sectors: Banking, Services, Manufacturing

#### **EDUCATION, PROFESSIONAL AND COMMUNITY AFFILIATIONS**

- Masters Degree (IT/PM/Finance) from top French academy, EPSI, Paris – France
- BSc (Software) – EPITA, Paris, France
- Oracle 7 Certified
- Target Account Selling Certified
- Member of the International Committee - University Club of DC
- Native French speaker and fluent in English
- United States Permanent Resident status