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French citizen

## PRE-SALES ARCHITECT

### Work experience

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2017 - Now

***Pre-Sales Solutions Architect - Balabit/One Identity***

<http://www.oneidentity.com/>

Technical Sales Engineer in the French Presales team working on Balabit & One Identity Security products, specialised on the IAM segment of the portfolio.

Tendering RFPs, delivering presentations and PoCs, French technical speaker for France. Instrumental in the sales process along with sales account managers or sales specialists.

2015 - 2017

***IAM Pre-Sales Solutions Architect - IBM***

<http://www.ibm.com/>

Technical Sales Engineer in the French Presales team working on IBM Security products, specialised on the IAM segment of the portfolio, with an emphasis on IBM Security Identity Governance and Intelligence (IGI).

Tendering RFPs, delivering presentations and PoCs on IBM software. Instrumental in the sales process along with sales account managers or sales specialists.

2013 - 2015

***EMEA Pre-Sales Solutions Architect - Dell Software Group***

<http://software.dell.com/>

Solutions Architect in the EMEA Presales team working on Dell Software (formerly Quest) security products, especially on Dell One Identity Manager.

Tendering RFPs, delivering presentations and PoCs on DSG software. Instrumental in the sales process along with sales account manager or sales specialists.

2011 - 2013

***Security Principal Consultant - Oracle France***

<http://www.oracle.com/>

Specialized in IAM, security architecture and technical integration of security software on the basis of Oracle's products.

Development and integration of an industrialized framework for deployment and handling of environments.

2010 - 2011

***IT Security Senior Consultant - Logica Business Consulting***

<http://www.logica.com/>

Specialized in IAM, SIEM and technical integration of security software.

Architecture, conception and integration of a global security platform (Identity and Access Management, Identity Federation, Web Single Sign-On, SOA Security) for a major French bank, based on IBM's Tivoli Suite (Tivoli Access Manager for eBusiness, Tivoli Security Policy Manager, Tivoli Federated Identity Manager) and Datapower, for users using smart-phones, web-based and Flex-based applications.

Conception and architecture of a WebSSO with Federation solution for EADS HQ: identity federation of all EADS divisions based on Ping Federate.

- 2009 - 2010 ***Project Manager - Bearstech***  
<http://www.bearstech.com/>  
 Project Management on Hackable:1, a GNU/Linux distribution for embedded devices, related to the Gnome Mobile initiative.  
 Management of the R&D activity of the company, specialized in embedded devices technology and security: collaboration with Alcatel-Lucent, l'Institut Télécom, and CEA List on theoretical research projects related to multi-homing protocols and their security (SCTP, mSCTP, IPSec), resulting in the implementation of a prototype on the Openmoko Neo Freerunner smartphone.
- 2007 - 2009 ***IAM Security Consultant / Project Manager - Imelios***  
<http://www.imelios.com/>  
 Identity and Access Management systems integration, according to the specific needs of the client. Conception and development of provisioning connectors for Oracle's IAM suite : Active Directory accounts provisioning, Lotus Notes, specific existing systems reconciliation. Architecture, expertise and best-practices for the deployment of a "global" IAM solution: access control, identity management, provisioning, SSO on Oracle technology (OIM, OAM, Passlogix).  
 Secured systems and networks architecture, definition and updating of security audit protocols of open-source & free software solutions.
- 2006 - 2007 ***Engineer - Klee Intégration***  
<http://www.kleegroup.com/>  
 J2EE development on Apache/Tomcat, for AgrEgée, a software intended to manage the works done on French heritage, for the French ministry of culture. Analysis and conception of the financial management system and the monitoring tool of the works, according to new regulations (LOLF).  
 Development on Klee Intégration's framework (Kasper) in order to add new functionalities related to the new regulations of the French administration (accessibility, open document standards, ...).
- 2005 ***Project Manager - Consultencia***  
<http://www.consultencia.com/>  
 Java development on Websphere for an AS/400 ERP, TIGRE. Migration of the ERP to the web using Webfacing: automatized visual diagrams generation, data export, mutualization of the components of the architecture.  
 Conception and realization of an open-source development UI based on Eclipse (SWT) for the Webfacing platform, along with IBM : object modelization of the descriptive RPG/DSPF grammar, WYSIWYG representation of terminal screens, scripting automatization.
- 2003 - 2005 ***Developer - AI Teck/CFD Software***  
<http://www.cfdsoftware.net/>  
 Software development on applications and websites intended to the public.  
 Conception and implementation of a data backup using several media.
- 2002 - 2003 ***Developer - Vivier Technologie/Games Federation***  
<http://www.vivierttechnologie.com/> - <http://www.games-fed.com/>  
 Support team coordination, cybercafés solution development (CyberSalle).  
 Conception, analysis, and writing of the specifications of the new version of the software.

## **Education**

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- 2005-2007 ***Engineer Diploma at Ecole Nationale Supérieure des Télécommunications (ENST / Télécom ParisTech)***  
 Specialized in Network and Security : deployment policies, architectures conception, sizing.

2001-2005

*IT Masters (with Honors), IT French Licence and DEUG MIAS at Université Paris VII Denis Diderot.*

Specialized in development : Java (J2EE/J2SE), system architecture, system development (POSIX), distributed algorithms.

Juin 2001

*French scientific Baccalauréat at Institut Saint Joseph, Aude.*

## Skills

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Languages

- English, fluent. TOEFL : 657/677.
- Spanish, european B2 level.
- Russian, beginner.
- French, native speaker.

Network

- Sizing, queues.
- Broadband, IP technology.
- GSM, multi-homing.

Security

- Cipherring, cryptosystems, PKI System (policies and deployment) and network (IPSEC, SSL, mobile networks).
- Identity management, workflows specification, provisioning (Sun IDM, Oracle IM, One IM).
- Access Management and SSO (Tivoli AM, Ping Federate, Oracle AM, Cloud Access Manager), Identity Federation (Tivoli Federated Identity Manager, OpenSSO), Fine-grained Authorization (Tivoli Security Policy Manager).
- Privileged Account Management (Safeguard & PSM).
- SIEM & logging : log level definition, reports conception (RSA Envision, HP ArcSight, syslog-ng).

IT

- C/C++, Java/JSP, J2EE, Perl, Python, PHP, SQL and PL/SQL, OCaml, VB 6.0.
- System and Network administration (Linux/xBSD). Command of the main GNU and development tools: vim, make, sed/awk, Eclipse, CVS/SVN/GIT, etc.
- Involved in open-source (SHR, embedded GNU/Linux distribution: <http://www.shr-project.org> and FSO, smartphone framework: <http://www.freemartphone.org>).
- Certified IBM Websphere DataPower.

## Interests

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Music (guitar). Reading (History, Science Fiction...). Writing.  
Squash, golf and travels.