

Unit 5 A at Sanguan Sap Mansion
80, 82 Soi Sathorn 9, South Sathorn Road,
Yannawa, Sathorn, Bangkok 10120, Thailand
☎ +66 9 2249 9986 / +33 6 80 47 82 19 **CLEMENT DE FOUCAULD**
✉ c.defoucauld@free.fr
4 January 1988, 35 years old
Driving license



PROFESSIONAL EXPERIENCE

2020-2023 **Key Account Manager:** Thales International (Thailand & Myanmar), Defense (focus Navy) and Civil (focus Air Traffic Management)

*Based in
Thailand*

THALES

- ✓ Managing all aspects of customer relations to develop all the Thales capabilities of the defense and ATM domain with Key Industrial Partners, the relevant ministers (Defense and Transportation) and end user (Royal Thai Navy and Civil Aviation Authority/Air Navigation Service Provider) in order to generate future contracts (up to 80 M. USD)
- ✓ Providing market analysis, competition, business risk and opportunities for company strategy and develops the Key Accounts Plan by identifying the customers organization and decision-making processes
- ✓ Acting as Key contributor to qualify opportunities, defining and implementing winning strategy, with relevant associated action plans in coordination with Exporting units (8 to 10 wins/year)
- ✓ Ensuring customer satisfaction thru-life of systems and project execution (≈4 major programs/year)

2014-2020 **Export Sales Manager then Asia Area Manager:** Thales DMS France, Business Line Intelligence Surveillance and Reconnaissance, focused on Latin America (3.5 years) then Asia (2.5 Years)

*2.5 years
based in
Singapore*

THALES

*3.5 years
based in
France*

- ✓ Promotion and Sales of TDMS' portfolio: Airborne Radars, Mission System, Electronic Warfare and Self-Protection Systems for Mission Aircrafts, Helicopters and Frigates (15 products or systems, 6 main countries in LATAM, then 6 main countries in Asia) – In average 40% time in Business Trip
- ✓ Acting as capture leader by identifying customers' needs and wishes in order to build a competitive and valuable offer (2-50 M.USD) in managing French/UK internal resources from France then remotely from Singapore: engineering, legal, finance, export license, offset. Leading bids from the conception to the closed into force of the contract (10 on-going bids/year)
- ✓ Dealing with international key account customers such as aircraft manufacturer's (AIRBUS, EMBRAER, PT DI), shipyards, local partners as well as all ranks in Air Force, Navy and Army

2012-2014 **Business Development Manager:** Thales Malaysia, Transportation, Telecom and Security (2,5 years)

*Based in
Malaysia*

THALES

- ✓ Participation in answering to transportation tenders (Signalling, telecom, ticketing, C2)
- ✓ Start up and active development of Thales' Security Business Line, mostly on the Critical Infrastructure Protection in Oil&Gas. More than 10 new customers identified and approached
- ✓ Identifying opportunities(4-60 M.USD), building capture plan strategies, working closely with Thales' operations teams in Europe, assisting on constructions and negotiation of commercial agreement
- ✓ Implementation of a strategic partnership with the leading local company in offshore owned by a worldwide holding (13.000 people, 2.4 B.USD)

2010-2011 **Change Management Junior Consultant:** IBM, Customer Generali (part time)

IBM

- ✓ Development and implementation of change management plans for 500 employees

2007-2009 **Marketing Assistant:** Idealwine, Wine E-business and Groupe Emeraude, Casino and hotels

EDUCATIONAL BACKGROUND

2022-2023 Emerging Leader Program – Executive Education: ESSEC Business School, Singapore

2009-2011 Master Degree of Management and new Technology: TELECOM - School of management, Paris, France, an international business school

2006-2009 Bachelor Degree of Marketing and International Affairs: NEGOCIA - Paris, France, an international business school affiliated with the Paris Chamber of Commerce and Industry

2006 Economic and Social high school diploma, mathematical options, "pretty good" awarded

LANGUAGE

French Native Language

English Fluent & Business (Score TOEIC : 825)

Spanish Fluent & Business



SPECIAL SKILLS AND INTERESTS

2022-2023 Leader Defense Group, part of the European Aerospace Committee – FrancoThai Chamber of Commerce (FTCC) and Thai European Business Association (TEBA)

2018 Award of the Thales Fondation for an association supporting teaching in hospitals

2013 Winner of the Special Jury Award Malaysia VIE 2013

2007-2016 Managed a group of handicapped people for a French NGO

2005-2010 Scout leader for 40 people (Supervised Assistants, Managed daily operations)

Sport Rugby (7/10/15), Tennis, Diving (PADI Advanced Open Water Diver, 70 dives)