

# Patrice ROBERT

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## General Information:

Patrice ROBERT	Nationality: French
62 bis rue d'Aulnay	Date of birth: April 17 <sup>th</sup> , 1972
78580 Bazemont	Place: Boulogne Billancourt, France
France	Age: 41 years old
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## Introduction:

As a professional in the IT technical business for years, I'm enjoying working on new technologies and products throughout my network partners and customers.

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## Professional experience:

**April 2012 - June 2013:**

**Aerohive Networks**

**UAE (covering Middle-East and Turkey)**

**Role: Regional Manager**

Aerohive Networks is an American (silicon valley) based company, focusing on accessing the network. Aerohive helps simplify networking by reducing the cost and complexity of distributed enterprise deployments with cloud-enabled networking solutions. These solutions, based on a unique distributed intelligence architecture, include enterprise-class Wi-Fi access points and revolutionary, easy-to-deploy routers.

Start from \$0 to \$400k in one year. Built 2-tier model channel (recruitment, certification, event, trainings, ...) and did a direct approach to large organizations in order to leverage our presence and get needed references. This market has a really strong competitive environment with many players established for a long time (Cisco, Aruba, Ruckus, HP, Motorola, Meru, ...).

My role was to launch the product in the region, supporting both technical and sales activities.

**August 2003 - March 2012:**

**CISCO Systems (IronPort)**

**Southern Europe / Middle-East / North Africa**

**Role: Pre-Sales Manager**

IronPort Systems Inc. has been acquired by Cisco Systems in June 2007.

IronPort was a US based company founded in 2000 and manufacturing security appliances to target the enterprises. Launching the EMEA region and then focusing on the southern Europe, starting from \$0 in 2003 up to \$12 millions for FY'06 and more than \$35 in FY'08. First country was France with accounts like BNP Paribas, Air France, EDF, Société Générale, Danone, Crédit Agricole, SFR, La Poste, Assemblée Nationale, Universities, ... Then, launching Italy and Iberia (Spain and Portugal) with accounts like Telecom Italia, Banca Lombarda, R Cable, Ministerio de Vivienda, Portugal Telecom, ...

Then in the middle-east: Dubai Municipality, Qatar Airways, Al Fahim, Dubai World, National Bank of Abu Dhabi, Saudi Airlines, Qtel, Zajil, Zain, Aramco, ADEC, Emirates Airlines, ...

Developing a new channel strategy from scratch in all the key countries of the region, dealing with major reseller as well as small ones but extremely focused:

- UAE: GBM, Emircom, HelpAG, Emirates Computers, CIT, Olivercom
- Saudi: Integrals, I-TS2, Elite, MeduNet, Al Jeraisy, BMB
- Qatar: Mannai, ICT, GBM
- Kuwait: Universe Computers, KBM (GBM/IBM), Diyyar, Zak
- Oman: OHI, NCR, IITC
- Bahrain: Al Moayyed Computers, GBM
- Lebanon: BMB, DataConsult

**September 2002 - July 2003:**

**Ipriocot**

**Paris / France**

**Role: Senior technical consultant**

Take the ownership of re-designing the network infrastructure and maintaining all development platforms as well as following up all security awareness of the market.

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**November 2000 - August 2002:****Global Security Network**

Abu Dhabi / United Arab Emirates

Role: System, network and security senior consultant

Consulting for one UAE governmental institution. Trainings, presentations and demonstrations of Internet security and network architecture.

*Under non-disclosure agreement*

**June 1999 - November 2000:****Network Appliance**

Paris / France &amp; southern Europe (Italy, Spain, Portugal)

Role: Pre-Sales Manager

Coming from a customer of Netapp, my role was to help the sales team with my technical skills to improve the numbers across the southern Europe region as well as extending the team in finding new technical talents to join the company.

**January 1996 - May 1999:****France Telecom Interactive (wanadoo)**

Paris / France

Role: System and network security manager

Creation of a new technical team to ensure security on all platforms of the biggest French Internet provider. Redundancy of applications, machines and sites for disaster recovery and protection against intruders. Building and maintaining a technical platform for a newly created Internet provider (service launched on May, 2nd 1996) growing from 0 to 1 million customers. Full TCP/IP network up to 400 Unix servers (Sun/Solaris, Irix, FreeBSD, NetBSD, Linux, Windows NT), storage servers and network components (NetApp, Auspex, Cisco, Bay Networks, Lucent, ...). Telecom for all connecting lines and voice.

**April 1994 - December 1995:****EPITA (Ecole Pour l'Informatique et les Techniques Avancées)**

Paris / France

Role: CTO's right hand

Supervision of all the computers, servers and X Terminal, running over IP or IPX and under unix/dos/windows and novell. Development of web sites and administrative tools under unix

**Professional skills:**

- Management of pre-sales teams.
- IT Security, network architecture / infrastructure.
- Product management, business development.
- Building sales structures: bringing new partners, motivation to sell, up-to-date information.
- Sales.
- Budget management.
- Pre-sales consultant: presentations, audience speeches, lectures, seminars, ...)

**Knowledge:**

- Strong UNIX background.
- Building and maintaining a network of partner focusing on the technology and on the brand.
- Team management, project management, budget, resources, planning.
- Technical management, technical documentation, presentations, audience speech.
- Sales activities, customer follow-up.
- System, Networking and Security / Applications and protocols over IP.

**Languages:** French (mother tongue), English.

**Studies:****1991 to 1996:**

**EPITA (Ecole Pour l'Informatique et les Techniques Avancées) - Paris / France.**

French engineering computer science school, system network & security diploma.

**Until 1991:**

**Notre-Dame de Verneuil - Verneuil sur seine / France.**

Regular French studying cycle. "Baccalauréat C" diploma (maths & science specialization).

**Hobbies:**

Wakeboarding, Skiing, Music, Tennis, Family, ...