

Olivier TERMINI

84 rue des Aqueducs

69005 LYON

Mobile : +33(0)6 58 56 08 09

e-mail : olivier.termini.procom@gmail.com

Date of birth: 21st May 1967

Nationality: French

BUSINESS DEVELOPMENT

PROFESSIONAL EXPERIENCE

From September 2012: **CREATION OF A SALES OFFICE IN FRANCE**

- * Development of business in France, in the field of Industrial Filtration for gases and liquids, Purification processes, Hydraulic devices oriented to high viscosity products.
- * Definition of the Business Plan.
- * Management of key accounts.
- * Implementation of agents over the French area.
- * Following of Projects and After Sales Intervention.

September 2006 to March 2012: **MANAGING DIRECTOR for a VEOLIA WATER Business Unit, PICA Italia Spa, Specialized in Filtration, for the South of Europe and Middle East:**

- * Management of the Italian Business Unit, composed with 13 peoples, divided into the sales, production and financial departments of the company.
- * Development of the company on the area through commercial offices, and agents, but also with new Products and Applications.
- * Definition of the strategy and budget to finance the development.
- * Organization of the structure, and recruitment process.
- * Turn over: 7000 K€

September 2002 to August 2006: **AREA SALES MANAGER for France at the NORIT Company.**

Specialized in filtration.

- * Responsible for the development of the business and definition of the budget, on the following market segments: Potable water, Petrochemical industries, Automotive, Fine Chemical, Gas/Air.
- * Definition and following of the key account management plan.
- * Management of the distribution.
- * Development of new projects, at major key account.
- * Development and proposal of technical solutions, in order to develop service.
- * Turn over: 6500 K€

August 1993 to July 2002: **KEY ACCOUNT MANAGER for the French Pumps Manufacturer PCM.**

- * Development of the business at the major key account: Suez (formerly Lyonnaise des Eaux), VEOLIA (formerly Générale des Eaux), and SAUR (formerly Bouygues group)

October 1990 to June 1993: * Sales Engineer at the French subsidiary for the Italian company **JUCKER SpA** Specialized in materials for regulation of steam net.

DIPLOMA: 2005: IAE de PARIS DESS/MASTER in Marketing and Sales

“LA SORBONNE”

1997: « Maîtrise de Marketing et Ventes » I.C.S.V, Conservatoire National des Arts et Métiers, Paris

1988: BTS de mécanique et automatismes

1986: Baccalauréat F1, mathématiques et construction mécanique

LANGUAGE: French: fluent
English: fluent.
Italian: fluent.

Miscellaneous: Use of MS OFFICE, SIEBEL 4, and CITRIX Scorecard.