



08/11/1972 (51 ans)

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Cagnes-sur-Mer (06800)

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Sales Manager, Sénior

EXPERIENCES PROFESSIONNELLES

août 2021 / aujourd'hui **Vessel Technical Superintendent**

ST Management - Bordeaux

- *Overseeing the ship and systems in terms of maintenance and operations*
- *Monitoring of the crew, both in terms of competence and morale*
- *Preparation and evaluation of budgets and reporting to management on these*
- *Maintenance of up to date technical and operational knowledge generally*
- *Preparation docking specification*
- *Compliance with all class, flag state or any other standards and requirements*
- *Plan all maintenance activities and liaise with all operational staff and sub-contractors with regards to planning and implementation of all required tasks*
- *Supervise work that needs to be carried out*
- *Proper documentation and reporting*
- *Preparation of management information*

juil. 2016 / **Vessel Technical manager**

SBM Offshore - Monaco

- *Manage relationship, main point of contact*
- *In charge of the reporting and budget follow-up*
- *Define Scope of Work, Planning and Budget for repairs*
- *Define and organize the in-house team for each specific repair or project*
- *Define, negotiate and mobilize specialists and subcontractor*
- *Carrying-out risk assessment*
- *Project follow-up and supervision including the Schedule, Scope, Budget, Quality and HSSE*
- *Represent Company's interests*
- *Maintain the Classification (DNV) and Flag of the Vessel*
- *Ensure that the vessel is well maintained*
- *Follow-up of Planned Maintenance*
- *Review and implementation of Company SMS on-board (ISM, ISPS)*

août 2011 / juil. 2016 **Sales Manager**

- * *Sales of shallow water oil offshore Terminal and Installation Vessel*
- * *Sales of services and spare parts*
- * *Contract Negotiation*
- * *Strategy definition and implementation*
- * *Maintain agents active*
- * *Prepare Commercial Sales Proposal and review of Technical proposal*

avr. 2009 / juil. 2011 **Superintendent**

DSV Superintendent

- * *Maintain the Classification (DNV) and Flag of the Vessel*
- * *Ensure that the vessel is well maintained*
- * *Follow-up of Planned Maintenance*
- * *Planning follow-up and management*
- * *Implementation of Company SMS onboard*

déc. 2005 / mars 2009 **Proposal leader & Project management**

- * *Estimating of systems modifications, maintenance and overhaul related to company's products (mooring systems, FSO's and FPSO's)*
- * *Bid package preparation*
- * *Prepare estimate packages: ball park budgets and firm prices.*
- * *Management of CALM Buoy System overhaul and upgrading*

oct. 2002 / déc. 2005	Estimator <i>* Estimating of spare parts, systems modifications, maintenance and overhaul related to company's products (mooring systems, FSO's and FPSO's)</i> <i>* Prepare estimate packages: ball park budgets and firm prices.</i>
déc. 1999 / août 2001	Responsable de Production Chantier Naval de Cordouan <i>* Manager of 8 technicians</i> <i>* Planning and fabrication or refurbishment follow-up</i> <i>* Issue of quotation</i>
oct. 1997 / juin 1999	Responsable logistique Houvenaghel Hennequin Groel <i>* Logistic manager for the after sales of generators in the south-west of France</i> <i>* Manager of 7 technicians</i> <i>* Technical support</i> <i>* Start up of new installations</i>
juil. 1995 / mai 1996	Officier polyvalent SURF
juil. 1994 / août 1994	Eleve Officier Petromarine <i>Deck and engine student mate on oil tanker</i>
mars 1994 / mai 1994	Eleve Officier SNCM <i>Deck and engine student mate on passenger Vessel</i>

DIPLOMES ET FORMATIONS

/ juin 1995	Brevet d'Officier Polyvalent de la Marine Marchande (C1NM)
/ juin 1992	Bac C
/	ISM / ISPS Code Internal Auditor - BAC+3 Lloyd's Register
/	Managing Projects ESI International UK
/	Management Development Programme Krauthammer International
/	Basic Offshore Safety Induction and Emergency Training (BOSIET) - Opito certified

COMPETENCES

ISM, ISPS, Word, Excel, MS Project, Power Point, AMOS, Salesforce

COMPETENCES LINGUISTIQUES

Français	Académique
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