

Lucas ZEGOURI

- **Depuis 2019 : Account Manager Data Center, ESEA, HUBER – SUHNER**
- **2017-2019 : DC&LAN Sales Manager France, CORNING**
Business development, In charge of a turnover portfolio of 3 Million €
Key account manager for : Atos, Thales, IBM, Defense (DIRISI), Dassault Systemes, Dassault Aviation.
- **2015 – 2017 : Sales Manager France, INGELEC**
Development of the manufacturing activity in partnership with our production team in Asia - In charge of a turnover portfolio of 1.5 Million €.
Definition of the trade policy for the distribution activity.
Modeling the commercial offer and marketing communication.
Management of offers, setting up of business agreements and projects monitoring.
- **2008-2015 : Sales Engineer, AZENN**
Key account manager for : Ineo Com, INEO Tertiary Vinci, Eiffage, SNEF. In charge of a turnover portfolio of 2.6 Million € - Negotiation of business deals and their renewals - Monitoring of orders and deliveries / Sales Analysis.
- **2007-2008 : Sales Engineer, TREKK.**
- **2006-2007 : Export Area Manager – Sales, METLAND**
In charge of the following countries : Italy, Belgium, Germany, Spain - Implementation of the distribution strategy - Negotiation with the international buying groups (Würth, Saint Gobain, Ironside, Eurocraft).
- **2004-2006 : Head of Sales, BOULANGER**
- **Formation :**
2001/2002 : Master's degree, International Business, Anglia Ruskin University, Cambridge.