
Ivan Borcard

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Citizenship: French

Date of birth: 20.05.64

Marital status: Married, 2 children



WORK EXPERIENCE

Highlights:

- Over 15 years experience in sales
- Objectives overachieved 10 years
- More than 10 MCHF on regular basis (2013 12 MCH order income)
- Sales Awards:

2003 – Best Key Account Manager ascom

2010 – Best Business Value KAM connectis



Key Account Manager

Veltigroup

January 2013 – May 2014 (1 year 5 months) Lausanne, Switzerland

Based in Lausanne, Geneva, Bern and Zürich Veltigroup is ranked as the 3rd technology company in Swiss French market. I joined the Group as Key Account Manager with the goal to value, promote and position to CxO level the full products, services and technologies portfolio.

Mastering the whole buying center (procurement and CxO contacts).

Implementation of rate card, business strategy and Go/NoGo decision.

Veltigroup's portfolio included: Infrastructure (**LAN / WAN, security, storage, ITSM**), Cloud (**SaaS, PaaS, IaaS**), managed services (Smart Sourcing), applications (**ERP, CRM, CS, ECM, BI**), software development (web services. Net, HTML5, C-Sharp, etc...), mobile development (**IOS/Androïde/W8**) as well as delegation (**service desk, rollout**).

Further information <http://www.veltigroup.com>



Account Director connectis AG

2009 - December 2012 (3 years) Lausanne Area, Switzerland

Sunrise strategic made the decision to focus on its mobile business (Owner TDK - Danish operator). Connectis is created with the help of a German investor I was in charge to develop business for **5 strategic accounts** and **promoted director**.

Further information <http://www.aureliusinvest.com/index-en.html>.

Key Account Manger Sunrise Communications AG

January 2006 - January 2008 (2 years 1 month) Geneva Area, Switzerland

Sunrise acquired ascom business unit called "Network Integration" (400 people), I was in charge of the whole products portfolio (**Mobile areas, carrier, wholesales, integration**) for large named account in the finance segment. This allowed me to expand my experience in the field operator.

Key Account Manager Ascom

1998 - 2005 (7 years)

I was in charge of major accounts in Romandie and multinational's customers with headquarters in Switzerland. My key customers were: **Rolex SA, Pictet & Cie, Groupe E, Vaudoise Assurance, Eurovision, Hôpital de Genève (HUG), Merckserono International SA, Lloyds TSB, UBP (Union Bancaire Privée)**.

The portfolio was based primarily on Telco solutions, call center and LAN / WAN infrastructure. The objective has been to establish a long-term relationship based on trust. Understand, anticipate, support the needs of costumers and increase business revenue.



Commissioning Engineer / R&D / Project Manager Nokia

January 1990 - January 1997 (7 years 1 month)

Field Engineer (2 years): As a commissioning engineer specialized in computer systems supervision, this position has allowed me to gain international experience with an average of **200 days a year abroad**. Mainly in Asia and Europe.

R&D (4 years): As a software engineer (**C, C + +, Visual Basic**) I join R&D unit to work on a strategic standardization project at the group level. Automation and supervision libraries setup for fiber optical fiber production lines.

Rich multicultural team: Switzerland, Finland, Lebanon and France.

Project Manager (2 years): Key function in Nokia for career development. Responsibility to manage and deliver projects of several millions CHF abroad.

EDUCATION

- 1982 BS (Honors) graduated
- 1982 - 1983 CMS (Cours Mathématiques Spéciales) Ecole
Polytechnique Lausanne (EPFL)
- 1983 - 1986 Ecole Polytechnique Lausanne (EPFL) –
microtechnique section
- 1987 - 1988 Diploma (numeral signal analyzer) from Ecole
supérieure des Techniques informatiques (ESTI)
- 1989 Military service in French Navy

ACTIVE REFERENCES

(Over 10 large top accounts in Romandie)

Finance/Insurance

Banque Pictet : Charles Bettoni (Director Infrastructure)

Vaudoise Assurance : Juan Martins (CIO)

UBP : Boris Effront (CIO), Christophe Salvi (Procurement)

Potential (known Relations): **Crédit Agricole, Unigestion, BPER (Banque Privée Edmond de Rotshild)**

Public/NGO

Groupe E : Christian Tinguely (Board member), Manue Francey (CIO), Benoît Buchs (Resp. infra.), Urs Vögt (Sales manager)

HUG (Hôpitaux Universitaires de Genève) : Benoît Debande (CIO), Stéphane Boudehent (Potential (known Relations):), Rodolphe Meyer (Applications médicales) Philippe Battier (Central Purchasing Manager)

Eurovision (EBU) : Philippe Gehin (CIO), Julie Rieger (Resp. Infra.), Paolo Pusterla (procurement)

Potential (known Relations): **FHVI, Etat de Fribourg CIEV**

Industry

Rolex : Gérard O'Rourke (CIO), Christophe Bouillard (Directeur infra.), Noël Damidot (Procurement)

Gruyère Energie: Claude Thürler (CEO), Philippe Wicht (CIO)

Net Plus Fribourg : Patrick Gaudin (Responsable infra.)

Potential (known Relations): **SICPA, Swatch Group**

LANGUAGES

French: Mother tongue

English: Fluent written and oral

HOBBIES

Sports

Ski touring

Cycling (Treasurer of a Swiss association dedicated to cycling)

Travelling