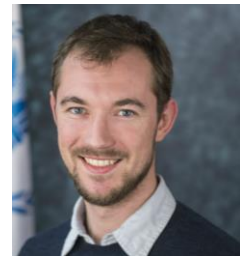


**Antoine BERTOUT**  
Paris (FR)

Mobile (FR): (+33)782137779

Email: [antoine.bertou@gmail.com](mailto:antoine.bertou@gmail.com)



## Career Summary

From Technical Support Engineer in Start-up (Skype in Tallinn, Estonia), Country Manager and Strategic Partner Relations Senior Manager (Microsoft/Skype in Luxembourg) to managing the Global Partnerships and Partners Strategy for the Emergency Telecommunications Cluster (ETC) at World Food Programme. Currently Managing Director in a FrenchTech company, working on International Development projects with Public and Private organisations

Strategy and Business Development, Technical Evangelist, Innovation and Services, Public Sector, Government Relations, Startup, Private Sector

## Professional experiences

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	Nov 2017 until now <i>Director of International Development, Partnerships and Channels</i> Paris (FR)
	With 80% of our projects with clients outside France, my current and main markets are countries that are part of the Group of 77.
	Together with partners with who we are sharing a vision to transform digital transactions globally and values to contribute to International Development.
	<ul style="list-style-type: none"><li>▪ Manage the current and future relationships with International Organisations and INGOs</li><li>▪ Participate to the development of the company both with a growing ecosystem of partners and clients</li><li>▪ Extend the portfolio of services to support the development of communities</li></ul>
	April 2017 – Oct 2017 <i>Head of Partnerships – ICT Emergency Preparedness and Response</i> Rome (IT), Paris (FR)
	<ul style="list-style-type: none"><li>▪ Establish new and develop existing Global partnership with the partnership team, to identify initiatives to provide new solutions and / or capacity building</li><li>▪ Collaborations on technology Emergency Preparedness &amp; Response development, through provision of funding, resources or technology</li><li>▪ Establish new and develop existing Country Donor relations</li><li>▪ Develop and manage with the team the ETC partnerships</li><li>▪ Develop and implement the Partnership Model and Strategy</li></ul>
	Nov 2015 until April 2017 <i>Global Partnership Management Officer - ETC</i> Rome (IT)
	<ul style="list-style-type: none"><li>▪ Development and Implementation of the Emergency Telecommunications Cluster Strategy for partners around innovation and new type of services for people of concern and humanitarians</li><li>▪ General Management of Strategic partnerships: Donors (Luxembourg, Belgium, Finland), Ericsson Response, GSMA and Mobile Operators (Connectivity Charter), Satellite Industry (Crisis Charter), UN agencies (UNHCR, UNICEF) and NGO (NetHope, Save the Children) and private sector partners</li><li>▪ Partners events and conference, Plenary, Pilots and Simulations (evaluation) for current and new partner services</li></ul>
	Oct 2014 - Nov 2015 <i>ICT Projects Management Officer</i> Rome (IT)
	<ul style="list-style-type: none"><li>▪ Develop and maintain project plans and schedules.</li><li>▪ Work with the Business Analysts, Global ETC Support Cell, ETC Members &amp; Partners and the steering committee, to define/refine the project scope.</li><li>▪ Facilitate the gathering of information required to estimate project cost, resources, time and deliverables.</li><li>▪ Ensure that the project outcome reflects the goals of the ETC</li><li>▪ Responsible for ensuring tasks are delivered on-time, within budget, and efficiently</li></ul>



May - Oct 2014 *Snr BD Manager, Mobile Operators EMEA* Luxembourg (LUX)

- Manage large corporate partnerships with Mobile operators for the EMEA region, with Skype/Bing/Office strategic distribution business developments efforts.



Apr - Oct 2014 *Skype Luxembourg Country Manager* Luxembourg (LUX)

*Responsible for managing Skype internal and external relations in Luxembourg*

- Site Leader (70 employees)
- Communities and Government Relations (Go To spoke person)

Oct 2008 - July 2014 *UN and International Organisations project manager* Luxembourg (LUX)

- UN High Commission for Refugees – Staff Welfare project
  - Design of the first Skype specific Low bandwidth client
  - Support deployment in 250 refugees' camps for more than 4000 staff
  - Davos UN execs meeting with Skype
- Government of Luxembourg – Public Private Partnership for Emergency innovation and solutions

May 2007 - May 2014 *Snr Manager Partner Relations (BD)* London (UK), Luxembourg (LUX)

*Full time employee responsible for maintaining developer and partner relations*

- Get partners through the pipeline as rapidly as possible, enabling all – but focusing on the top 20% (>30 M\$). Supporting them with communication, promotion and technical issue tracking. Keeping an eye for new innovation, helping Skype find new partners and applications to take to market.
- Ensure that partners get regular product and platform roadmaps, rich user data and key information necessary for their success. Responsible for the Skype PRM project integration
- Take on responsibility to deliver technical projects, related to the BU. Co-ordinate closely with counterparts and executives at Skype and partner companies.
- Spoke person - Media trained
- The Complete Skilled Negotiator workshop – The Gap Partnership

Aug 2006 - May 2007 *Developer Zone Manager, Technical Evangelist* London (UK)

*Full time employee responsible for the technical external communication and platform*

- Organizing quarter events and seminars (eBay Live!, MacWorld, Skype Partners days) in Europe, Asia and America. Working on the communication and media releases (Newsletter, blog, whitepaper, Press interview and Social Media)
- Management of Zone site content and editorial, structure and IA, development calendar and team resource allocation.
- Manage innovation and experiment to incorporate the technology with the developers' community.

Jan - Aug 2006 *Developer Support Engineer* Tallinn (Estonia)

- Responsible for resolving the support requests of external partners, with special focus on keeping the reaction-time targets promised to premium support customers.



Feb - Aug 2004 *Office research and development (Renault/Volvo Truck)* Lyon (France)

*Technical training course within the framework of internship program*

- Audit of 50 stakeholders, analyzes process of request for vehicles control and homologation (certification)
- Drafting of specifications for the analysis of data processing solutions in support to the electronic Card (Intervention on vehicles)

## Education

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Degree	June 2017 INSEAD Executive Course – Leading Digital Transformation and Innovation July 2006 Universite de technologie de Troyes - Master Degree of Information System and Telecommunication (Engineering school – France) Sept 2005 University of Technology of Tallinn - Finalization of Master Degree (Erasmus - Estonia)
Languages	French: native / English: fluent / Spanish and German school level
Volunteer projects:	Advisor for startups (UK and Estonia) Conference speaker at eBay Developer Conference, MacWorld, Microsoft Innovation Day Jury member for Innovation at ICT Spring and Marketers Forum (LUX)