



Jerome Buffet

Key Account Manager

LINKS.TITLE



LinkedIn



Recommendations

INFOS

51 years old - - Driving License

CONTACT

2contactmii@gmail.com
9bis rue Henry Bordeaux,
74000 ANNECY,
France

ABOUT ME

Highly motivated, business/sales manager with a keen client needs assessment aptitude and a solid track record of performance in industrial businesses. Proven ability to manage multiple responsibilities in a fast-paced environment, to 'think outside the box' in identifying problems and implementing innovative solutions. Strong leader known for a practical hands-on approach, a positive 'can-do' attitude and a contagious enthusiasm. Works well independently as well as collaboratively in a team setting. Excel in both start-up and mature corporate environments.

EXPERIENCES

Key Account manager



Hitachi Energy Switzerland Ltd. - Since May 2011 - Genève - Switzerland

- ▶ Responsible for selling traction transformers and managing relationship with customers based in 15 countries.
- ▶ Achieved up to 46M€ of order intake and successfully opened up 5 new OEM accounts out of a total of 16 active accounts.
- ▶ Act as a Bid manager to ensure compliance with customer requirements and company value proposition.
- ▶ Negotiate international contracts.

Marketing manager



Tuthill SAS & Eaton Hydraulics SAS - January 2006 to May 2011 - Annemasse - France

- ▶ Managed the Marketing department and determined marketing strategies and plans.
- ▶ Conducted market and competitive intelligence. Assisted staff in solving competition issues.
- ▶ Managed 56 product series through their life cycle, focused on user benefit, customer satisfaction and financial gain (product cost reduction up to -30%, product relaunch with up to +120% of sales growth in 2 years).
- ▶ Sold tailor-made quick couplings on Railway and Energy markets.
- ▶ Supervized communication activities: product literature, product training materials, web page content, POS displays, seminars, digital marketing campaigns.
- ▶ Trained staff and provided technical support to customers.
- ▶ Managed 1 inspired Communication Manager.

Strategic purchasing manager



Tuthill SAS - January 2008 to December 2010 - Annemasse - France

- ▶ Responsible for purchasing components and raw material valued at 7M€ annually.
- ▶ Negotiated long-term agreements with key suppliers, generating an average of 2% in annual savings.
- ▶ Led supplier development to support Lean organization, improve inventory turnover and on-time deliveries.
- ▶ Managed 2 efficient Buyers organized by commodity.

Technical manager



Tuthill SAS - September 2003 to December 2005 - Annemasse - France

- ▶ Managed the Technical department, including prototyping & quotations. Coordinated 20 new engineering projects per year.
- ▶ Led CE/NF product marking in compliance with European and French regulations (ATEX, PED, RoHS, ELV directives among others).
- ▶ Managed a creative team of 6 engineers.

Quality manager



Tuthill SAS - November 1998 to December 2004 - Annemasse - France

- ▶ Primary responsibilities included quality systems oversight of 2 manufacturing plants.
- ▶ Implemented a Lean management program derived from "Toyota Production System". Trained 110 employees.
- ▶ Customer and Supplier quality interface (customers from Aerospace, Automotive and Nucleare industries among others). Led First Article Inspection and managed after-sales service activities.
- ▶ Supervised and guided a talented staff of 6 Quality inspectors and 1 Metrology manager.

Quality engineer



Tuthill SAS - June 1997 to October 1998 - Annemasse - France

Led ISO 9001 certification, which was granted on first attempt. Haute-Savoie Quality Award won in 1998.

Quality engineer



Dana - October 1994 to February 1997 - Pringy - France

Developed and executed test plans in accordance to VDA 6.1 and EAQF 94 standards (automotive industry).

PORTFOLIOS

My experience



EDUCATION

Master's degree - Maitrise Business Management (postgrade 1)

IPAC ANNECY

September 2003 to June 2004

Bachelor's degree - Licence Marketing

IPAC ANNECY

September 2002 to June 2003

Bachelor's degree - DU Manufacturing Engineering

UNIVERSITÉ DE SAVOIE

September 1994 to June 1995

Associate's degree - DEUP Mechanical Engineering

UNIVERSITÉ DE FRANCHE-COMTÉ

September 1992 to June 1993

Associate's degree - DUT Manufacturing and Mechanical Engineering

UNIVERSITÉ DE SAVOIE

September 1990 to June 1992

SKILLS

Leadership

- ▶ Lead cross-functional teams
- ▶ Supervised staffs till 13 employees

Languages

- ▶ French: mother tongue
- ▶ English: good command, both written and spoken

Computer

- ▶ MS Office
- ▶ Mindjet Mindmanager & MS Visio
- ▶ Salesforce
- ▶ MS Project
- ▶ SAP

Tools/methods

- ▶ Visual thinking/Graphic facilitation
- ▶ Lean
- ▶ Marketing tools (Design Thinking, Business Model Canva)
- ▶ Miller Heimann Sales System

INTERESTS

Travel

Extensive travels helped me to develop my communication skills and cultural intelligence by meeting a variety of people.

Sports

- ▶ I practice assiduously Stand Up Paddle boarding every week. In 2018 I participated to user interview organized by Jobe Sports International in Amsterdam (NL).
- ▶ I practice Telemark skiing and Alpine skiing. I've been member of the Salomon ski test team since 1995.
- ▶ Regular practice of Trail running.
- ▶ Rugby.

Arts

Draws occasionally (sketchbook) inspired by Street art, Surf art and Infographics.