
Information and Communication Technology Professional

Product and Presales Leadership, IT Director

Bilingual French & English – Allowed to work in EEC, US, CA, MX

Technology and business visionary experience in major services and industrial companies' business automation such as **ACCOR, The Walt DISNEY Company, Alliance Hospitality and SpineVision**. Business transformation and digitalization expertise as part of major Cloud Managed Services providers **Orange Business Services, Colt Technology Services, Jaguar Network, Computacenter and EQUINIX**. Demonstrated success records in complex ICT design, sales, contracting, deployment and management. Proven ability to bring the benefits of ICT to suite business needs, while managing costs, risks, and flexibility. Led development, deployment, and support of business-critical solutions.

Share technical knowledge and strategic vision on **service-oriented technologies**. Focus on business operations and service levels. Provide assessment and feasibility studies to assist clients to achieve their **Digital Transformation**. Facilitate operational challenges with technical tools. Optimize ICT services management and scalability using best practices standards, certifications, and compliances such as **ITIL, CMMi, ISO27001, PCI DSS, ISO13485, SOX/FDA/HIPAA/GDPR**.

Complex ICT Solutions Design	Hybrid Cloud Transformation
Product and partner management	Procurement and contract management
Presales and Bid management	Team management and mentoring
Organization around computerized systems	Budget & Cost Control
Outsourcing management (local and offshore)	Process and Compliance management
Local Area Networking, Switching	Collaboration, Mobility and Unified Communication
Workstation management (Desktops, VDI, Laptops)	Workloads Disaster Recovery and Business Continuity
Storage and Data protection	Security and threat management

35+ years ICT background with hospitality, travel, retail, manufacturing, healthcare, media and banking industries. Technical, sales and management focused career with strong **autonomy, leadership, problem-solving, organization and customer focus**. Recruit, develop, motivate and retain diverse staff, structuring them in teams that deliver results. Strong entrepreneurial and business acumen. Ability to work in a multicultural environment and available for worldwide business travelling.

PROFESSIONAL EXPERIENCE

Equinix, Paris (France)

September 2018 to present

Global Datacenter and Connectivity Services.

Senior Global Solutions Architect – Digital Transformation Specialist

Equinix is the worldwide leader in Colocation, Global Connectivity and Digital Services.

Member of the Global Technical Support Team. Helping customers in their Digital Adaptation.

- Accounts acquisition and development support to Field and Channel Sales teams.
- Presales engineering, Solutions Design.
 - Supporting acquisition and growth for major F500 and CAC40 customers globally.
 - \$200k+ Monthly Recurring Revenue booking contributor per quarter since 2019.
- Company products and services evangelist.
- Business development with
 - Service Providers
 - System Integrators
 - Cloud Service Providers
 - ICT Manufacturers
- Product Management Contributor.
- Accredited media and event speaker.
- Verticals Interest Groups leader and contributor.
- Staff technical trainer and mentor.

HERVE J. LIN

10 rue du Lavoisier – F-77700 Magny Le Hongre
Cell : +33 6 14 65 22 79 / pro@hervelin.com

Computacenter, Paris (France)

January to August 2018

Information Technology Retail and Services.

Sales Specialist – Managed Datacenter Solutions

Computacenter PLC is a worldwide Information Technology solutions provider serving large organization from hardware/software resell to fully managed technology services.

Promote company service offering and provide technology advice to customers during campaigns. Lead sales opportunities from customers business requirements to proposal.

- Global Information and Communication Technology strategy alignment with customers' digital landscape
- Cloud computing Hybridization and general usage awareness
- Bid Management
- Vendors relations and onboarding
- Continuous Technical and Functional Knowledge update

Jaguar Network, Paris (France)

September 2015 to December 2017

Network/Voice/Hosting/Cloud services provider.

Head of Presales

Jaguar Network is a French company headquartered in south of France (Marseille), and showing a strong and regular two-digit growth over the last 10 years. Jaguar Network appointed Herve LIN to bring his expertise in overall technology sales and product management.

Leading the presales team to bring the company to a higher level and take a major position in the National and European Cloud Service Providers ranking.

- Team building, coaching, and mentoring
- Customers assistance and consulting for cloud transformation (e-Commerce, Business Systems, Customer Intelligence)
- Global ICT Solutions design (network, hosting, compute, data storage and protection, voice)
- Bid management and Sales support
- Product Management and global portfolio re-enforcement for both direct and indirect sales.

Major achievements:

- Several large private cloud platform design and delivery for Media, Finance and Non profit organizations, ranking from 1 to 8 M€ TCV
- Sales Team training
- Speaker at corporate events (GDPR, IoT, Cyber Security)

Colt Technology Services, Paris (France)

July 2011 to August 2015

Telecommunication and managed IT services.

ICT Solutions Architect / Cloud Migration Consultant / Cloud sales specialist

Global Presales support to Sales team and customers. Data storage and recovery practice leader.

- Cloud migration and transition consulting
- Solutions design from the Colt IT services catalogue and bespoke services (e-Commerce, Business Systems, BigData, Analytics)
- Platform sizing and costing
- Product management and productization assistance to the portfolio team

Major achievements:

- Several large high availability platform design and delivery for Banking, Services, Media and e-commerce industries, ranking from 2 to 18 M€ TCV.
- Legacy platform consolidation audit and recommendations as part of a major contract renew for top 3 existing customer.

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Orange Business Services, Paris (France)

January 2009 to June 2011

Information Technologies and Telecommunication services.

Senior Consultant – Solution Design and Delivery Manager (Alyotech Contractor)

Design, drive and deliver SAAS systems for messaging, security and hosting services to the corporate portfolio. International team coordination (5 to 20 people located in France, USA, ASIA and Middle East).

- Presales, consulting, product packaging assistance, project delivery management.
- Technical resource coordination for system design, specifications, staging and installation.
- Multicultural Team operational management of ten to twenty engineers located in the different worldwide production locations (France, Singapore, Egypt, India and United States).

Major achievement:

- 30M€ TCV project key enabler and facilitator for a **35000+ users high availability collaboration platform**.

(Dedicated to International leader in the Luxury Industry, counting several brands in fashion wear, luggage, jewelry, liquors and cosmetics).

SpineVision S.A., Paris (France)

January 2006 to January 2009

Medical implants engineering and distribution. (ISO 9001-2000, 13485)

Global IT Director

Provide leadership as head of global IT to suite the company growth worldwide. Responsible for all aspects of IT implementation and support worldwide as an integral component of business plan. Transform IT into a strategic business and performance enabler. Manage and deliver multiple projects on time and within limited budget. Manage internal team and contractors (3 to 10 people).

- IT strategy plan definition and organization.
- Educate staff and contractors to service level definition and behavior.
- Implement state of art procedures for purchasing and contracting at the IT level.
- Manage IT Budget and contracts (Software and hardware partners, Telecom operators...)
- Accountable for ISO 9001-2000 / 13485 regulation technical layers.

Misphere S.A.R.L, Meaux (France)

February 2003 – December 2005

Computer systems and technologies consulting.

Information Technologies consultant – Founder and General Manager

Help companies in procurement, design, implementation and daily support of computer systems. Assist executive in business organization using management information systems. Provide technical assistance to technology companies for product construction, development, tests and integration. Sell, build and support IT and telecom infrastructures.

Alliance Hospitality S.A., Paris (France)

May 2001 – January 2003

Hotel and restaurant management. Intercontinental Hotels and Accor preferred partner

Deputy Chief Information Officer

Manage a team of permanent domain leaders (4) plus additional contractors and trainees to support the overall company business systems. General IT department build and organization. Instruct systems scalability and agility to embrace the properties session and acquisition model with business solutions optimization and standardization. Educate the different department to IT project management standards and service levels. Establish intimacy and strong relationship with all business units to ensure proper usage and constant enhancement of computerized systems.

EURO DISNEY S.C.A., Chessy (France)

May 1992 – June 2001

The Walt Disney Company. Amusement and Business Resort.

Information Systems Domain manager – Hotels & convention systems / Supply chain

Lead a team of project permanent leaders/programmers (4) and manage teams of up to 20 contractors to support and enhance computerized business solutions for the hotels and conventions centers. Ensure proper 24/7 support on

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critical platforms. Drive system replacements or deployment. Lead several major corporate transversal projects domains.

PROLOGIC SA, Evry (France)

July 1989 – April 1992

Software Company servicing the hospitality industry, subsidiary of the ACCOR group.

Lead Software programmer – Product manager

Software specification, programming, installation and user training.

- HOTIX-Thalasso® spa product manager (UNIX/Informix)
- HOTIX-Back Office® ERP programmer (TBOS/TBASIC)

Education

2003 Baccalaureate, Computer Sciences - I.S. Engineering and Integration
CNAM VAP/E – PARIS (France)

1989 Associate degree, Computer Sciences
Lycée du Parc des Loges – EVRY (France)

1987 Graduation (French Baccalauréat Mathematics and Biology)
Lycée du Parc des Loges – EVRY (France)

Foreign languages

French – native language

English – fluent (Born in Canada. Lived in Houston, TX and running business internationally since 1992)

Work permit

Authorized to work in EEC and north America (Canadian passport/NAFTA agreements, preferred H1B sponsorship)

SEARCH TAGS: clevel cloud digital transformation evangelist ci cd devops hyperscaler csp nsp azure aws gcp oracle salesforce edge hybrid web internet pra drp pca bcp ai ml télécommunications telecom voix voice sdwan données data réseaux network sécurité security voip toip ucc
virtualization virtualisation virtuel virtual stockage storage san nas dms sgbr rdms database collaboration bizdev