

Marcel Olivier
OMGBA

Sales Executive
Finance & Supply
Chain

CONTACT

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EXPERIENCES

Deal Manager & Business Partner

Oracle - Since June 2019

ORACLE

Engage Sales representative to agree on the closing plan, identifying the key milestones and potential issues (contract structure, RevRec implications, approvals).

Drive all internal negotiations with Sales, Approvers, Revenue Recognition group and Legal, to resolve business issues, showing integrity and ability to challenge and question deal structures or proposals

Purchasing Consultant

Clarans consulting - July 2015 to June 2019

- ▶ Région de Paris, France
- ▶ 1. To sell Ivalua Buyer Solution as a value-added reseller.
- ▶ 1. To sell Coupa/Zycus Solutions as a value-added reseller.
- ▶ 1. To help purchasing entities to evaluate their maturity level and define a purchasing strategy.
- ▶ 1. To help purchasing entities to improve Category Management.
- ▶ 1. To advise purchasing entities on the best IT purchasing solution to buy
- ▶ Ivalua, Syntetrate, Coupa, Zycus, Determine, Per Angusta etc
- ▶ 1. To conduct projects on Data Quality.
- ▶ 1. To Re-engineer purchasing processes (Sourcing, P2P, SRM, CLM, Spend Analysis
- ▶ 1. To Manage Software contracts (DELL EMC, Yoomap, Liferay, TrendMicro
- ▶ Mk Networks, VMWare etc).
- ▶ 1. To help organizations to improve the Software Assets Management and to manage audit risks.

Business Development Engineer

Clarans consulting - June 2018 to June 2019

- ▶ 1 an 1 mois
- ▶ Région de Paris, France
- ▶ 1. To increase Clarans Consulting revenue by selling Purchasing SaaS solutions (L'Oreal, Etam, Afnor, Leon Grosse etc).
- ▶ 1. To increase Clarans Consulting revenue by seeking for new consulting deals (Engie, Suez, EDF, BPCE, Société Générale).
- ▶ 1. To lead Clarans Consulting international development in Africa (Cameroon & Ivory Coast).

IT Purchasing Solution Consultant

Ivalua - October 2014 to June 2015

- ▶ Région de Paris, France
- ▶ To implement Ivalua Buyer Solution (Source to Pay) and ensure successful business transformations. (Chassis Brakes International, Credit Agricole, Vallourec.)
- ▶ Université de Technologie de Troyes

Research Assistant on Optimization Strategies

Urban Transportation - October 2013 to June 2014 - Troyes - France

<http://losi.utt.fr/fr/toast.html>

SAP Consultant/PMO

Accenture - April 2013 to September 2013

- ▶ Paris La défense
- ▶ To upgrade TOTAL "Template Europe" solution from SAP 4.6 to SAP ECC6.

Manufacturing Engineer

Vallourec - September 2011 to February 2012

- ▶ Aulnoye- Ayméries
- ▶ Mannesmann Oil and Gaz France- Manufacturing Process Control
- ▶ To deploy Lean-Six Sigma on a key manufacturing process (Tubing & Casing).
- ▶ To align the operational working standards with the reviewed API 5CT norm.
- ▶ To model the thermography of the inductance coil and define the best settings.
- ▶ To qualify instruments (Pyrometer) and define control protocol.
- ▶ To improve measurement methods.
- ▶ To train operators.
- ▶ To design a new thermal tracking system and write the technical specifications.