

Jean-François Declercq - Civil Engineer Computer Sciences - UCL – 1997 & MBA - Vlerick – 2004 – FR, EN, NL

<b>Employer</b>	<b>Strategic Thinking</b>	<b>Leadership</b>	<b>Management &amp; Team Work</b>	<b>Creative Solution Design</b>	<b>Marketing &amp; Sales</b>
<b>IBM Software Group - Software IT Architect (2007 - Today)</b>	Contribution to the IBM Software Group Business Plan for the SMB market in BeLux	Draw the right IBM solution for the customer & convince everybody	Coordination of IBM tech-sales and Business partners for the sales of software solutions	Applying Architectural and IT Frameworks (ITIL, TOGAF...) for designing Software IT, selecting the right products out of the 12.000 to fit customers needs	Actively contributing to the sales cycle and lead qualification in sales-support mode for cross-brand opportunities, SOA Evangelization
<b>HP - Consulting &amp; Integration - Solution Driver Portal &amp; ECM - (2005-2007)</b>	Elaboration of the business plan for Portal & ECM, Product and Services Portfolio Definition	Solution Driver of the Portal & ECM team	Project Management, coordination of various projects, Alignment of competences, coaching colleagues	Designing Large Services Projects in the field of Portal, ECM and SOA, liaising with HP partners to assemble winning solutions	Actively Selling HP C&I projects (Sell, Cross-Sell, Up-Sell), Defining go-to-market
<b>Software AG - Business Development - (1999-2005)</b>	Portfolio Management, XMLi Business Plan	XMLi Business Line Champion for BeLux, Evangelization of XML, ECM and SOA Solutions, Trainer	Coordination of Proof Of Concepts with Professional Services and Partners	Designing EAI, WCM, ECM and XML Solutions, Working with R&D in order to drive products features towards customer needs	Actively contributing to the sales cycle in sales-support mode, Intense Collaboration with Sales & Marketing
<b>Cediti UCL, IGLOO, Software Engineer – (1997 – 1999)</b>		Implementing Projects in autonomous small teams (1-3 people)	Research and Commercial Projects	OO Prototypes as Technology Showcases (CORBAMED)	Giving Technical Presentations and training to support project sales

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