

**M. Valéry BONNEAU**

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37 years old, single



@valery\_\_

# Consultant, Product Manager Telecom, Social Media and Digital Music

## Objectives

10 years of experience in telecom industry within international environment. Working on B2C and B2B projects both in presales and post sales.

Founder of Sweet Anarky, promotion of artists and songs company and digital strategy development set-up. Editor of the [TwitterMusicGuide](#) and [Net Emergence](#).

Looking forward to working on innovating content industry upcoming projects (music 2.0, VOD, IPTV) as product manager.

## Experiences

*Since January 2009*

Web Music Industry consultant, **Founder of Sweet Anarky** Artistes & Songs Promotion, France

- Online identity definition and management
- Marketing and technology forecast about music industry and content industry (copyright and internet, digital initiative, ...)
- Set up of Artists and songs carrier development strategy.
- Coaching, tour management and logistics
- Right negotiation and defense
- Community Management

*since January 2010 and  
February 2007 -  
December 2008*

**Orange Business Services**, IT Services and Operator, France  
French Company, 13 000 employees

Solution Director IP Transformation (ToIP, VoIP, Collaborative)

As support to large accounts commercial team, I was responsible for:

- Defining IP transformation strategy and commercial approach towards IT manager and top management (initial TCO, qualification).
- Building the Solution Design during the bid to RFP including partners choice, solution definition, technical contributors management, risk and costs assessments
- Building offer with product marketing and BU representative
- Defending the solution towards customer top management and internal business units until the deal signature

<p><i>June 2005-January 2006</i></p>	<p><b>Orange France</b>, Mobile Operator, France, 13 000 employees  <b><u>Multimedia Services Project Manager, Orange Group</u></b></p> <ul style="list-style-type: none"> <li>➤ Conversion of marketing requirements into technical deliverable solution</li> <li>➤ Vendor management (service design, implementation, validation, deployment and putting into operation)</li> <li>➤ Handover to support and Operations teams and local deployment in Orange subsidiaries (9 countries involved)</li> </ul> <p>Mobile Portal, Content Search, Content Adaptation and business communication suite launch.</p>
<p><i>June 2002 – May 2005</i></p>	<p><b>UPAID</b>, Software supplier, France, USA, India, 200 employees  <b><u>Customer Service Project Manager, Europe Middle-East Africa</u></b></p> <ul style="list-style-type: none"> <li>➤ Definition of the service including bank and telecom interfaces with the customer (VISA) and our technical team based in UK</li> <li>➤ Management of a 2 engineers team</li> <li>➤ Identification and planning of product evolution based on customers feedback.</li> </ul> <p>A prepaid recharge top up SMS based service was successfully launched in Morocco in 2004 and Jordan in 2005.</p>
<p><i>August 2000 - May 2002</i></p>	<p><b>Orange NL</b>, mobile operator, Netherlands, 1500 employees  <b><u>Project Manager Value Added Services</u></b></p> <ul style="list-style-type: none"> <li>➤ Technical point of contact for Marketing and Sales</li> <li>➤ Definition of Requests for quotations and technical negotiations</li> <li>➤ Timely planning and supervision of co-ordination between customer service, operations; suppliers and IT department</li> </ul> <p>Prepaid evolution, voicemail and TTS services launched.</p>
<p><i>July 1998 - July 2000</i></p> <p><b>Skills</b></p>	<p><b>ALTEN (at Alcatel)</b>, telecom supplier (France), 800 employees  <b><u>Validation Engineer</u></b></p> <ul style="list-style-type: none"> <li>➤ Set up of test plans based on customer specifications</li> <li>➤ Rolling-out test plan within customer like network environment</li> </ul>
<p><i>Marketing</i></p> <p><i>Telecom and multimedia</i></p> <p><i>Other</i></p> <p><i>Language</i></p> <p><b>Education</b></p>	<p>Product definition, product launch, business intelligence</p> <p>Mobile &amp; Fixed Network, Voice &amp; Data Value Added Services, ToIP, VoIP, Multimedia Portal, Convergence, Collaborative, Unified Communication</p> <p>Wordpress, CMS, Social Media, MS Office and Project Plan, International people management, top management reporting, customer facing</p> <p>French, English (working language since 2000), Spanish (average)</p>
<p><i>June 2006</i></p> <p><i>June 1998</i></p>	<p><b>MBA</b> at the Sorbonne – IAE, Paris</p> <p><b>Master Degree</b> Automation of Complex Systems  Institut Supérieur des Techniques de l'Ingénieur d'Angers (ISTIA)</p>