

Houllier Régis

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**Life situation**

Family : Married, 4 children
Nationality : French
Age: 47
Birth place : Vieux-Berquin (59) France

Objectives

I am looking for a job with high technical requirement in international environment where large responsibility of developing the business is offered. I'd like to work within a dynamic team to satisfy Customers and use my European market knowledge to serve growth and margin objectives.

Professional Experiences**Yamatake Europe****Bosdellestraat 120/2****1933 Zaventem Belgium**Industrial Division Director :

In charge of the Sales development in Europe of the Field instrumentation (transmitters, positioners, flowmeters etc...), Digital control system and Control products (Controllers, programmers etc...). I have responsibility of the turnover, profit and growth.

I directly support OEM development and distribution network in coordination with 4 active sales reps.

Résultats :

- From 2001 to 2007, Division turnover grows up from 700K to 4.2M€
- From 2 distributors in 2001, we have about 20 in 2007

Honeywell S.A.**Zone industrielle Nord****80000 Amiens France**

International Product Manager : For industrial controller (up to 1997) and then for integrated system solution, I made market positioning, competition analysis, price definition, features and benefits. I had full responsibility of the factory margin and justify cost reduction program. I had to optimize supply chain and distribution network. For new product lines, I defined market size, customer needs and product specification. After getting financial approval, I assured follow up with engineering. I completed portfolio with third party product. Sales tools like Launch kit, technical specification, brochures, demo program, competition armaments etc. have been made as well as communication plan, training program and pre/post sales support.

Résultats :

Within 1994 & 1997, Controller business has grown from 8000 to 14300 units with +22% average growth per year. From 1997 to 2000, new launch of integrated system solution with +200% turnover

2001 to now

1993 - 2001

1991 - 1993

Quality Engineer : Responsible of the industrial controller and programmer lines, I have developed the post sales support. In relation with the design centers in US and in Japan, I have monitored and analyzed quality level of products. I have participated to the ISO9001 qualification of the Amiens factory Center. I got responsibility for the quality transfer of production line from USA to France. I had metrology lab responsibility (3 technicians)

Résultats :

- Iso 9001 certificate in 1992
- Non quality cost reduction: In 1991, the non quality cost was about 1.86% of the turnover, in 1993, it was reduced to 1.22%
- Installation in 1993 of a new configuration center for Smart pressure transmitter

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| 1989-1991 | <p><u>Development Engineer</u> : Customize product upon marketing specification. Calculate development cost and lead-time. Organize work for one technician.</p> |
| | <p>Cinéma Magnétique Communication 11, Rue Benjamin Raspail 92240 Malakof, France</p> |
| 1987-1989 | <p><u>Research and Development Engineer</u> : I participate to the development of a new laser beam sub-titling system for film translation production. I optimize dynamic control of the beam as well as optical printing system. Located in Paris at the beginning, I moved to Brussels.</p> <p>Résultats :</p> <ul style="list-style-type: none"> - Cannes Festival 88, 14 films sub-titled with our new system - Mars 89, 3 units installed in Paris and Brussels for intensive production. |
| 1985-1986 | <p>Agrotronix SARL Béthune, 62, France</p> <p><u>Development Engineer</u> : I developed Electronic Control system for farming market. Résultats: Launch of New Flow controller and fertilizer ramp stabilizer for pulverization.</p> |
| | <p>Education</p> |
| | <p>Laboratory OAE from CNRS University of Valenciennes Valenciennes, France</p> |
| 1984 -1987 1984 | <p>Doctor engineer in Electronic with grade A D.E.A. in électronics</p> |
| | <p>ISEN (Institut Supérieur d'Electronique de Nord) Lille, France</p> |
| 1979-1984 | <p>Electronic Engineer diploma</p> |
| | <p>Languages English : Fluent</p> |
| | <p>Spare time Photo, computer, badminton</p> |