

## WILLIAM ZIVIC

### NEW SALES LAUNCH EXPERT



38 years old  
Driving License

#### CONTACT

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#### ABOUT ME

A developed ability to listen to others which enables me to build consensus and blend disparate organizations, groups and individuals. Proven ability to bridge the divides between the technical and business areas as well as between my company and clients. All of which is used to implement structured, sales eco-systems for consistently, successful product launches.

Languages : French and English  
(Fluent)



## EXPERIENCES

### PRESALES MANAGER : SALES CONSULTANT UNIFIED COM & VISIO



SFR Business - Since March 2019

- Manage eight (8) Telephony, Microsoft and CISCO Certified Engineers in the Unified Communications Unit of SFR.
- Performed 150 Cloud migrations of the local network telephony switches for key accounts and mid size customers which generated 9 Million Euros for SFR over a 12 month period.
- These cloud migrations allowed the clients to outsource their telephony administration, maintenance and support to SFR.
- The telephony migrations enabled the clients to implement a complete Unified Communication Solution that increased telephony functionality and features and facilitated the optimization of team scheduling and workspace utilization for more effective communication.

### SALES CONSULTANT UNIFIED COM & VISIO



Telindus Belgacom ICT - May 2016 to March 2019 - Full-time - Saint-Priest - France

- Negotiated and won 800,000 Euros telephony contract with 10 Fortune 100 European companies. Analyzed, created and implemented the plan to successfully migrate 30,000 users from 10 disparate physical infrastructures to one centralized cloud solution.
- Created and designed optimal video conference solutions for 6 large corporations, over an 18 month period, in 200 rooms, 6 large conference rooms and 3 amphitheatres with a 200+ capacity.
- Presence at 16 Private Events and Trade Fairs to promote SFR Business offers. Example : BFM : Salon de l'Odysée des entrepreneurs : <https://www.linkedin.com/posts/sfr-business-r%C3%A9gion-centre-est-cisco-webex-ugcPost-6851564219461107712-FjoQ> ISE (Integred System Europe) in Amsterdam, Cisco Live in Barcelona and Digital Workplace in Paris.

### SALES CONSULTANT UNIFIED COM



Numéricable - Completel - October 2013 to May 2016 - Full-time - La Défense - France

- In preparation for the rollout of the Centrix telephony add-on product, created six Product Showrooms in Paris, Toulouse, Bordeaux, Lyon and Nantes.
- Trained approximately 200 internal Numericable Sales Force Team Members on the new Centrix product.
- Introduced and launched the product at the Integrated Systems Europe (ISE) trade shows in Amsterdam and Spain.
- Analyzed Numericable customer base to identify, prioritize and target external clients that had both their wide area network and their local area network with Numericable, in preparation for the initial roll-out of the new Centrix product.
- Product generated 250,000 Euros annually over a four year period, resulting in 1,000,000 Euros of sales.

### SALES CONSULTANT SERVICES



Société Française de Distribution (SFD) - November 2009 to October 2013 - Full-time - La Défense - Puteaux - France

- Contributed to the creation of the business unit SFD Services which gained 1,5 Million € turnover between 2009 to 2013.
- Saved 30,000 + manhours by designing a mobile phone solution which used a specific Mobility Device Management tool.
- This automated solution pushed proprietary company applications and Unified Communication applications onto 30,000 employee personnel mobile phones, over a five year period.

### PRE-SALES MANAGER



SFR Business - September 2007 to November 2009 - Apprenticeship - Meudon - France

Pre-Sales Commercial Support for Key Accounts IBM France Strategy. WAN, LAN and Unified Communication global offer strategy. 700 k€ annuel turnover. Managed, Designed Global infrastructure 20 sites, 1000 users

## SALES MANAGER

Rayonnance - September 2006 to September 2007 - Apprenticeship - Paris - France

- Commercial development of the Rayonnance Distribution division, which consists of the marketing of rugged Smartphones and Tablets for retail companies, car manufacturers/deliveries and hospitals.
- Prospecting with more than 1000 contacts of hospitals and retail companies with a transformation of more than 30% with a turnover of 600 k€ in the first year.
- Implementation and development of the first Rayonnance Distribution e-commerce site: <https://www.rayonnance-distribution.fr/>

## EDUCATION

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### **BUSINESS SCHOOL - ENGLISH CERTIFICATION - Phoenix Academy - 2018 to 2019**

Level Upper-intermediate B2+ (CEFR)  
Business School Partner SupdeV France

### **MASTER'S DEGREE IN CONSULTANCY SALES - BUSINESS SCHOOL - Sup de V - Paris - September 2006 to September 2008**

Provide technical consultancy, pre-sales product presentation and technical clarifications including RFI/RFP/RFQ on statement of compliances and scope of work, on site implementation  
Accurately forecast business and sales pipeline as required, updating management on the status of all prospects

Commercial awareness & business acumen  
Experience of working in a multi vendor environments

### **BTEC (BUSINESS & TECHNICIAN EDUCATION COUNCIL) - IUT Paris - September 2003 to September 2005**

Higher National Diploma - Network and Telecommunications :  
Management & Network Optimisation  
LAN / WAN Networks Admin System  
Computer Maintenance  
Cloud Computing  
PBX and IPBX Configuration and Management

### **BACHELOR OF I.T FROM AN INSTITUTE OF TECHNOLOGY - NETWORK AND TELECOMMUNICATIONS - IUT Paris - September 2005 to September 2006**

Wireless Network (site surveys, tested and installation)  
Mobility Device Management  
IPBX Cisco CUCM and Open Source Asterisk Configuration  
Router, Switch Configuration and Management

## INTERESTS

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### **ARTS**

- Improv actor
- Rock Band - Singer and guitarist

### **SPORTS**

- Runing
- Biking