



ALEXANDRE VALDELIEVRE

EMPLOYMENT HISTORY

SEA region Commercial Director , VALLOUREC (Singapore)

AUGUST 2018 – JULY 2020

- Management of commercial departments - area coverage (Indian subcontinent to Oceania).
- Develop & implement commercial strategies for the company lead product line over the region.
- Streamline commercial processes & entities.
- Establishing strategic sales, marketing plans & budget.

Sales Director , VALLOUREC (Beijing)

SEPTEMBER 2014 – JULY 2018

- Management of Vallourec's export hub (sales, inside sales, etc).
- Relation management with Chinese partner (Tianda) which later became through a M&A a subsidiary of Vallourec.
- Elaborated and implemented a new sales organization (front and backoffice) following M&A process.
- Revamped pricing strategy, implemented effective promotional strategies, trained a high-performance sales team and helped boost corporate image.

Key Account Sales Manager , VALLOUREC (Paris)

OCTOBER 2011 – SEPTEMBER 2014

Key account sales manager – TOTAL SA

- Management of sales in Asia/Pacific (Brunei ML South – next generation of HPHT), Nigeria (USAN, Egina projects), Libya, Uganda & CIS subsidiaries.

Africa & CIS Sales Manager, VALLOUREC (Paris)

OCTOBER 2008 – OCTOBER 2011

In charge of sales of drilling products within Africa & Kazakhstan

- Create, manage, develop client portfolios.
- Coordinate strategic multiregional business approach (US, Middle-East Asia).
- Elaborate the regional marketing plan and deployment.

EDUCATION

KEDGE (Former Euromed Marseille) School of Management, France

2001 – 2005

Mac Master University, Ontario, Canada

2005

Exchange program: International business department – MBA program (De Groote campus).

Lycée St Michel de Picpus , Paris

1999 – 2001

Baccalauréat section E.S , Johannesburg

1999