



Aline HAMON

ACCOUNT
MANAGER EN

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A solid knowledge of information systems, IT, digital and commercial skills which are the fruit of a rich and varied experience.

Relational and human qualities, real sincerity, good communication skills and attentive listening to clients and consultants.

Voluntary, dynamic and motivated to undertake, face and succeed in new challenges.

SKILLS

Business Manager

- ▶ Health/Pharma, Insurance, Mutuels and Social Protection
- ▶ Digital Strategy, Management
- ▶ Technology&Transformation, DATA, Digital Consulting-
- ▶ Platform experience-



Langues

- ▶ Spanish
- ▶ English
- ▶ Italian



EXPERIENCES

Account Manager

SQLI - Since May 2016 - France



- ▶ Development of the "Pharmaceutical/Health Laboratory" sector within the Industry Business Unit
- ▶ Business strategy focused on digitalization and support for digital transformation.
- ▶ Main developed accounts: Groupe SERVIER, BIOGARAN, NOVARTIS, SANOFI, ROCHE SAS, IPSEN, J&J... and Groupe ROCHER
- ▶ Opening, development and retention of Middle accounts. Identification of customer needs and challenges. Purchasing referencing process, Follow-up consultants and coordination of internal projects.

Business Manager

CONSORT NT - 2014 to April 2016 - Paris - France



- ▶ Creation and development of the "Mutual Insurance and Social Protection" Business Unit"
- ▶ Opening of accounts, process for purchasing references, follow-up of consultants, coordination of internal projects
- ▶ Commercial strategy oriented towards the sale of "tailor-made customer solutions".
- ▶ Main developed accounts: MALAKOFF MEDERIC/ La MUTUELLE GENERALE, MGEN-T, HARMONIE MUTUELLE, COVEA, KLESIA, Girc AGIRC ARRCO, ... HUMANIS, IMA
- ▶ Main directions: Innovation with connected objects (in Welfare/Health), The professions (functional, organizational) of the DSI and the production infrastructure.

Business Manager

LUSIS Consulting - 2013 to 2014 - Paris - France



- ▶ Lusic Consulting: payment software publisher
- ▶ Recruitment of electronic payment consultants, customer prospecting, customer and consultant follow-up.

Head of Agency / Management & Development

BUSINESS & DECISION - 2009 to 2012 - Tours - France



- ▶ Regional agency development, team management, organization of marketing events, customer prospecting, recruitment and follow-up of customer consultants.
- ▶ At the end of 2011: >18 consultants
- ▶ Development of the Tours office in the Center region:
 - ▶ Tours, Le Mans, Blois, Orleans
 - ▶ Follow-up of customer consultants,
 - ▶ Prospecting,
 - ▶ Assistance on pre-sales files for offers and solutions.
 - ▶ Organization of Marketing events in Tours with various partners such as Qlikteck (QlickView), C-log (Business Process Management).

Main accounts: HARMONIE MUTUELLE, MGEN-T (Gie Choregie), SMABTP, THELEM ASSURANCE, AG2R/SYSTALIANS, City of Tours, CG37, CG41, etc.

Head of Agencies / Creation & Development

ACII - 2007 to 2009 - Tours & Paris - France



- ▶ Creation and development of the "Tours" and "Ile de France" agencies: >20 consultants
- ▶ Commercial management (account opening, recruitment, follow-up, etc.)
- ▶ Establishment of agencies:
 - Monitoring and optimization of operating budgets
 - Recruitment,
 - Business management :
 - ▶ Purchasing referencing process (Groupama, AG2R,...)
 - ▶ Responsible for contracts, billing and payment follow-up.
 - ▶ Open accounts: SMABTP, Gie HARMONIE MUTUELLE, MGEN T (Gie choregie), MONOPRIX, PFIZER, CG 37, etc.).

Wealth Management Advisor

Cabinet HORNAD(Independent agent) - 2005 to 2007 - Freelancer - Tours - France

- ▶ Firm specialized in tax optimization
- ▶ Appointment booking, heritage audit, tax optimization advice for individuals, presentation of heritage simulations, sale of stone support for maximum tax optimization (Robien, Demessine, Girardin, Malraux, LMNP, LMP, etc.), bank file monitoring (assembly of the file, search for financing, presentation of loan offer), followed by the final file.

Sales Engineer

Groupe ACTIF France - 2000 to 2005 - Paris - France

- ▶ Business management
 - At the end of 2004: 45 consultants
- ▶ Main bank accounts: HSBC (and subsidiaries), BNP Paribas (and subsidiaries), SMABTP...
- ▶ Manager of a team of 45 computer engineers:
 - Implementation, monitoring and optimization of operating budgets.
 - Commercial reporting to the CEO,
 - Recruitment (validation and job offer), presentation of employees to clients, follow-up of assignments carried out by employees, annual appraisal interviews.
 - Setting up packages (5 to 10 people).
- ▶ Prospecting with Key Accounts in the Banking & Insurance sector:
 - ▶ Privileged interlocutor of IT and purchasing decision-makers,
 - ▶ Realization of national referencing,
 - ▶ Quality monitoring of customer satisfaction indicators,
 - ▶ Presentation of commercial activities, people).

Computer engineer

Consultant to several companies - 1991 to 2000 - Paris - France



- ▶ Project manager with team management at Team Partners Group
- ▶ Project Manager on RDJ on commission project at SANPAOLO bank
- ▶ Manager/Project Manager of the Supplier repository at MONOPRIX
- ▶ Computer engineer (IBM) at SMABTP

EDUCATION

English formation

Since March 2022

6 month training

CONTROL DATA Institut

PARIS 13ÈME

1990 to 1991

DUT GEA (Management of companies and administrations)

IUT LE MANS

1988 to 1990

INTERESTS

Sports

Equestrian sport, Walking, Travel

Natural Healing

Bio-field therapies, Hypnotherapy, Aromatherapy, Naturopathy, Music therapy