



Charles FLOND

93260 LES LILAS – France

+33 6 09 72 75 80

charles.flond+web@gmail.com

30 years old - Driver License

Technical Account Manager

Expertise, Project Management, Consulting

Rapidly understand new products & customers' needs – Good communication skills adapted to the audience
Evangelist for the company and its products – Large technical skills around Web technologies

WORK EXPERIENCES

Since July 2015: Technical Account Manager (Web / Cloud / CDN / Security) – Akamai Technologies – PARIS

After one year and a half as an Engagement Manager, I was promoted Technical Account Manager in charge of strategic customers in France. My role is to define and execute a strategy in coordination with others members of the account team in order to generate customer growth. On top of that, I am the local expert for various topics including web perf & security. This leads me to share knowledge with colleagues but also to speak during events or conferences about these topics.

Hashtags: #Web #CDN #Cloud #WebSecurity #DDoS #HTTP2.0 #Scalability #Architecture #Media #Streaming

Jan. 2014 to Dec. 2015: Engagement Manager (Web / Cloud / CDN / Security) – Akamai Technologies – PARIS

Akamai is the leading cloud platform making the web fast, reliable and secure. I am acting as a technical advisor for our main customers in Europe, helping them to take advantages of the Akamai Technologies to build their online strategy and to reach their business goals. I am also acting internally as a customer advocate, defending the needs of my customers. I work in an international context with teams all across the globe and with a very technical culture.

Hashtags: #Web #CDN #Cloud #WebSecurity #DDoS #HTTP2.0 #Scalability #Architecture #Media #Streaming

Jan. 2012 to Dec. 2013: Senior Technical Consultant (Web / E-commerce) – SDL Fredhopper - PARIS

Principal consultant in France for Fredhopper (SDL E-Commerce division). Realization of proof of concept for pre-sales. Consulting on technical and functional aspects of Fredhopper's integration in the E-commerce environment of our customers. Technical project management of main French E-commerce projects. Data engineering. Training.

Customers: Sarenza, Vente-Privée, Made in design, Boulanger, Auchan, Norauto, 3 suisses, ID Group (Jacadi, Okaidi) ...

Hashtags: #SAAS #Web #E-Commerce #Java #J2EE #ETL #Pentaho #WebServices #SOAP #REST #XML #Cloud

Feb. 2010 to Jan. 2012: Technical Consultant (Web / CMS / Portal / xCM) – Jahia Solutions - PARIS

Participation to pre-sales operations. Realization of technical audits. Technical project management for international accounts. Training. Expertise (development, architecture). Work in an international context with a high level of technicality.

Customers: E-Leclerc, MACIF, AVIVA, Ben & Jerry's, European Parliament, French Ministry of Finance ...

Hashtags: #SoftwareVendor #Web #CMS #Java #J2EE #ApplicationServers #tomcat #DataBases #MySQL #REST

From 2005 to 2010: Various internships / summer jobs related to web development – LILLE / PARIS

During my engineering studies, I did almost every year some internships or summer jobs related to the web development.

EDUCATION

2005 -2010 : Ecole Centrale d'Electronique (ECE) – PARIS – FRANCE

Master of Engineering - Specialty Information Systems and Networks - Options: Business Engineering & Professional Internet International section → cursus in English and international experiences:

Aug. to Sept. 2009: University of California Irvine (UCI) –CALIFORNIA – UNITED STATES

Sept. to Dec. 2007: Concordia University – MONTREAL – CANADA

TECHNICAL & BUSINESS SKILLS – LANGUAGES – HOBBIES

Technical skills

Development:

Java, J2EE, PHP, Bash, HTML/CSS, Javascript, XML, JSON, SQL, REST ...

Web:

TCP, HTTP, DNS, SSL/TLS, Web Servers, CDN, Cloud, Streaming, WAF ...

Languages

French: Native

English: Fluent (TOEIC : 845)

Spanish: Novice

Business skills

Project Management: Scoping, Planning, Coordination ...

Communication: Technical or Business Presentation, Public speaking ...

Mindset: Business oriented, Flexible, Passionate, Innovator ...

Hobbies

Music (MAO)

Travel