

Marc Leminh

9 Avenue François Collignon

31200 TOULOUSE - F

+33 6 86 07 74 62

marc.leminh@gmail.com



@MarcLeminh



<https://fr.linkedin.com/in/marc-leminh-9347021>



Technology business creation and management

- Key drivers: value creation, business development, Innovation
- Main experience : company creation and management
- Area: GNSS, telematics, newspace, M2M, IOT

Key experience and skills

- **Company management:** creation of the new telematics business of CLS (Novacom Services), with 10 years of continuous growth : 4 to 50 employees, more than 35000 devices, revenue growth to more than 10M€, 5% of EBIT
- **Training:** teaching classes (IoT at INSA, TU Graz), international sales (Blagnac Business School), coaching start-ups (Copernicus Masters, Blue Invest program)
- **Business development :** business model creation (first telematics platform), business plan, negotiation of key customer contracts (Areva, GrDF, Paprec) and of the main supplier contracts
- **Finance :** financial engineering, budget, reporting, books closing and tax management (R&D),
- **Corporate activities:** board meetings, company representation among institutions (AESE, Region, Department, CCT..), audit and subsidiary acquisition, JV creation
- **Strategy & marketing :** purchase of two companies for 4M€, evaluation of more than 10 potential acquisitions, « branding » of the Novacom trademark
- **Human resources:** hired more than 100 people, implemented new HR policy, managed personnel representative meetings
- **R&D / Innovation:** more than 10 R&D projects launched (FUI, ESA, FP7, H2020) for a global budget in excess of 20M€ and more than 3M€ of subsidies. Implementation of innovation policy

Professional Experience

2018 TO 2020 - KINEIS– TOULOUSE

Director Innovation and international business development

Mission : develop new use cases, build an eco system around Kinéis and start international growth

- Partnerships with operators, schools and innovation eco systems
- Development of an international roadmap with strategic partners and via R&D projects

2015 TO 2018 – CLS – TOULOUSE

Director Innovation and strategy

Mission : implement the Innovation policy and the group strategy for the future, imagine and start new services and businesses

- Implementation of the Innovation policy of CLS: innovation challenge, incentive plan, innovation lab
- Technological development: introduced nanosatellites, drones, IOT, AI
- Strategic partnerships: two joint ventures (CLS Maroc, OpSeaLog), relationships with key providers
- Coaching of start-ups (Copernicus Masters, EC Blue Invest)

2000 TO 2015 - NOVACOM SERVICES – TOULOUSE

General Manager in charge of strategy and finances (2012-2014)

Mission : further to the integration of 2 companies, conduct the maturation phase.

- Budget control ; cash management (4 banks, yearly expenses of more than 10M€)

- Work on company mergers, ERP implementation
- Definition of the group strategy, in a very competitive environment

General Manager (2002 – 2012)

Mission : grow the company and day-to-day management. Main achievements: breakeven after 3 years, 5% EBIT thereafter, 40 jobs created, market branding and customer loyalty

- Team management (up to 50 employees) ; full delegation to run the company
- Implementation of the organization, key management tools and incentive plan
- Commercial development : solutions dedicated to large accounts, vertical solutions, negotiations of the major contracts
- Technical development (WEB applications, choice of technologies and providers)
- Budget and finance control, reporting, client and supplier payments, subsidies and grant search (CIR, ANVAR, FUI, etc...)
- Business plan definition ; investor search (2 rounds) ; board meetings ; 2 companies purchase

Development Manager (2000 – 2002)

Mission : start a new activity before the company creation

- Development of the WEB platform (contract with CGEY)
- First steps of the creation : first employees hiring, initial tools & processes implementation

1993 TO 2000 – CLS – TOULOUSE

Business Development and in charge of new activities

- Commercial manager on the market of land mobiles. Yearly revenues of around 1MF. Direct sales to European customers in the field of dangerous goods transport. First WEB tracking application based on Mapinfo.
- Definition and implementation of the diversification strategy of CLS towards commercial markets : shift from a telecom operator model to an integrator model, definition of the initial business (WEB platform for service delivery, recurring fees), first business plan

1992 TO 1993 – STARSYS – WASHINGTON DC (USA)

Business Development

- Commercial development of the Starsys project (CLS/GE/Alcatel), first space IoT project
- In charge of the EEP (Early Entry Program): pilot projects with large accounts
- Work on the company Business Plan

1988 TO 1992 - CLS– TOULOUSE / WASHINGTON DC (USA)

Sales Engineer

- Commercial development in the maritime sector
- Technology transfer from France to the US subsidiary
- Product development: first PC based tracking software (DOS/Win3/Mac)

Skills

Languages : fluent English (several years in the USA), German read/spoken (German family), started Italian classes

Software : Office, social networks, wordpress and GIS software

Cursus

SHORT COURSES Personal development (CEGOS), Strategic Management (Georgetown University, Washington DC)

1990 Started a Master Ocean Engineering at Florida Atlantic University (Boca Raton)

1987 Ecole Centrale Paris, third year in Ocean Engineering

Keywords

StartUp, Innovation, GNSS, M2M, IoT, management, B2B