



Mael Degout

Aerospace BD manager / Key Account manager

EXPERIENCE

Permanent contract – Business development manager

MAGELLAN AEROSPACE / Toulouse, FR (6 years, current position)
Customer portfolio of French companies SAFRAN group, STELIA, AIRBUS, LATECOERE and Brazilian EMBRAER. Business Intelligence, prospecting, answering RFPs with active internal communication and requirements flow-down, contracts negotiation, deal closure and relationship follow-up. RFP from new AIRBUS division, RFP from one prospect, RFQs won: USD\$ +45 million

Permanent contract – Key account manager

FIGEAC-AERO / Toulouse, FR (5 years and half, 2012 to 2018)
Customer portfolio of French, European and worldwide companies including especially SAFRAN group, ROLLS ROYCE, LATECOERE and EMBRAER. Portfolio valued T/O: USD\$150-250m/year). Business development with current and new prospects, Contracts negotiation, Claims negotiation, Deliveries follow-up, customer happiness follow-up, team management & lead. Contracts' signed valued: +USD \$700 million – one prospect converted

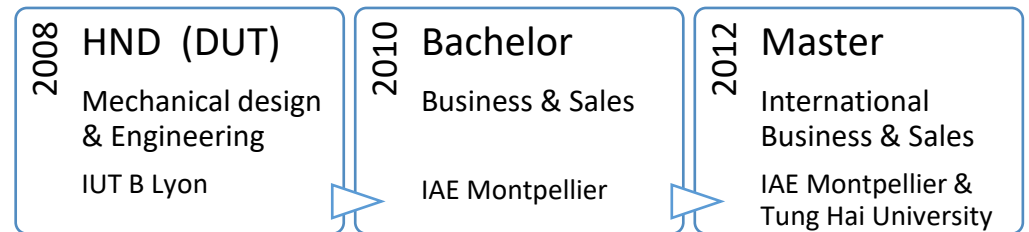
Internship – Sales representative

HAMPOO / Shenzhen, CH (3 months, Q3 2011)
International prospecting, Competitive analysis, Business and new markets development
+500 targeted prospects compiled into Excel portfolio with contact details

Internship – FAL blue collar

AIRBUS / Toulouse, FR (1 month, Q3 2006)
Blue collar on A330 Pylon FAL in Saint Eloi facility
Quality & Assembly processes – Industry discovery

EDUCATION



HOBBIES

Globetrotter : 5 continents explored and more than 40 countries visited
Regular Swimming & snowboarding
Piano et musical training at conservatory (11 years)

PERSONALITY

Organized, Reactive, Determined, Agile, Curious, Positive and Creative

Mael Degout

Born in Papeete - Tahiti
37 years old

Toulouse

+33 680 17 15 22

mael.degout@live.fr

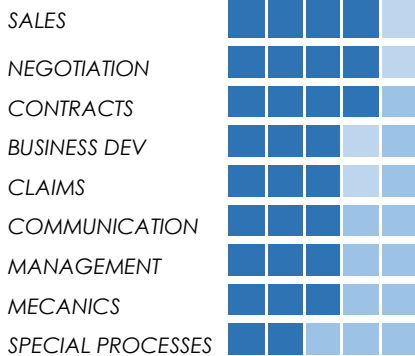
Driving license & vehicle

SHORT BIO

Passionate and curious worldwide traveler with sense of business and wish to integrate an OEM team in order to deliver value for stakeholders ; 10 years of experience in Aerospace market, but passion developed since childhood in Tahiti.

SKILLS

SALES & AEROSPACE



LANGUAGES & IT

