

Camille LE VIGUELOUX

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**Sales Director
Manager / Consultant / Coach**



I have degrees in mechanical engineering and international business management. For 20 years, I've managed sales teams and global accounts like AIRBUS, SAFRAN, AIR FRANCE... Selling high value technical products & services: mechanical engineering (design & stress), quality & supply chain, quality inspection & audits, heat treatment, CNC machining, GSE & MRO equipment. My customers are C level and top managers in industries: aerospace, automotive, electronics, food and medical, airports, airlines, OEM...

Since January 2026, we are moving across Asia / Japan and the Pacific. My wife has been appointed as Pastry Chief for a major group of luxury hotels with several positions opened. So I'm seeking an opportunity as a sales or supply chain manager with a flexible location and large mobility.

PROFESSIONAL EXPERIENCES

Since 2024 Sales Director, SOVAM – Airport Equipment: GSE and MRO products. Maintenance platforms, stairs, catering trucks, tractors...

Mission: Team Management and coaching of 10 persons: sales, after sales, administration and MarCom. + KAM for Military, Airbus and Air France.

Results: Reconnect SOVAM with business and profitability. 10M€ booked in 18 months. +15% turnover and +10% gross margin.

2020 - 2024 Account Manager Aerospace, EXPLEO – Global service provider: Engineering, R&D, Manuf Eng., Consulting, Quality, Supply Chain...

Mission: Business Development strategy and roadmap for AIRBUS account. Sales team management, hiring, set up KPI, define targets and ambition

Results: New sales organisation, Increase turnover & profitability: +4% turnover (27M€ in 2023) +0,6% EBITDA.

2020 - 2021 Speaker, IFCIM Business School – International sales, complex negotiation, inter-culturality, market studies, business strategy

Mission: Creation of contents and case study according to pedagogical program. Class management, students follow up, final exam committee.

Consultant in business development strategy for industrial companies in waste management, luxury handbags, SaaS

Results: 100% success of my class to Master Degree. Adapt the sales relation after Covid crisis: how to close deals remotely.

2019-2020 Export Sales Director, MECANUMERIC France – CNC cutting machines (milling, waterjet, laser).

Mission: Develop export sales through direct sales for key accounts (SAFRAN, AIRBUS) and subsidiaries, distributors, resellers, partners.

Results: +15% turnover (10M€). New partners set up in Spain & Baltics. Improved sales organisation and strategy. Sales management and coaching.

2015 – 2019 Sales Manager France/Spain and GAM Aerospace, IPSEN International GmbH - Industrial furnaces for heat treatment

Mission: Increase market knowledge and sales with focus on aerospace. Promote specific IPSEN references on brazing, ALM and Nadcap.

Results: New projects for vacuum furnaces (SAFRAN, AIRBUS, LIEBHERR), atmospheric batch and continuous furnaces for automotive (GETRAG, FORD, PSA) and commercial heat treater (BODYCOTE, THERMI LYON). Increased after sales (spare parts, service) by 17%

2010 – 2015 International Sales Manager, CAPGEMINI - Digital services, Consulting and Engineering

Mission: Consulting and Digital Services for mechanical engineering: automation tools. Consulting for new capabilities

Mechanical engineering. Metallic and composite design, stress and FEM activities for all Airbus programs. T&M and work packages

Results: Transnational contracts A350 SRM, STELIA Canada, A320 Extended Service Goal, A350-900/1000 Electrical System Installation.

Awarded in top 50 best sales worldwide (3M€ booked in 2 months).

2008 – 2010 Sales Engineer Southern France (home office), EVCO Sealing System

Mission: re-connect with customer portfolio after 4 years without a sales representative in the area.

Results: +35% turnover (950k€). Business development on repairs, resellers and OEMs. Focal point for new sales organization.

2007 - 2008 Sales Representative, DELL Southern Europe – 6 months

Mission: back up sales representative on large business. Then develop my own small and medium business portfolio.

Results: After 'Sales First' DELL internal training program an average of 115% achievement. Permanent contract proposed after 3 months.

2005 + 2006 Trainee AIRBUS St Eloi – 6 months each – Internship during Quality Management then Business School degrees.

Supply Chain: support the Airbus leader in industrial transfer from France to Russia (VASO). Sub-assembly of A320 pylons.

Configuration Management: support of Airbus Process Owner. Business Process Reengineering, follow up action plan, change management.

EDUCATION & SKILLS

2007 Master in International Sales Management (Master2 – CAI), IAE Business School, Montpellier

2007 Bachelor of Business Administration – Waterford Institute of Technology, Ireland.

2005 Bachelor in Quality Management in Aerospace Industries (Licence QIAS) - Paul Sabatier University, Toulouse

2004 HND in Mechanical Engineering specialized in Aerospace (DUT GMP TA) - Paul Sabatier University, Toulouse

2004 High School Diploma, Scientific option with Honors (Bac S) – Castella High School, Pamiers

Languages: French - mother tongue. English – bilingual. Spanish – fluent. Basic knowledge in German, Italian and Portuguese.

Sales: Management, coaching, market analysis, strategy, direct and indirect sales, negotiation, CFT/RFQ/Claim management, reporting, networking.