



Jean Delteil

France

12 rue des Saules
F-74100 Annemasse
Mobile + 33 (0) 619 752 234
E mail jean.delteil@gmx.fr

Switzerland

Hinterhueb, 1
CH - 6263 Richenthal / LU
Mobile + 41 (0) 78 674 55 64
E mail jean.delteil@gmx.ch

International marketing consultant

French, English, German, Spanish, Italian

Competences & Experience

2019 - now • International marketing consultant: Europe, USA, Asia

EUROMARCO SASU, F-74100 Annemasse

International marketing consultants - Technical & high-tech products

- International marketing studies for new products
- International development of SMEs
- Partner research for distribution and R&D projects

2008 - 2019 • Strategic Marketing Manager: Europe, USA, Asia

KNF Flodos, CH-6110 Sursee

Micro-pumps for medical devices and inkjet printers / Laboratory pumps - 50 Mio CHF

- Marketing studies, market mapping: Medical diagnostics, Digital inkjet printing, Laboratory instruments
- New product development, product specifications, market introduction
- Marketing support of 15 foreign subsidiaries (Europe, USA, Asia)
- Product management OEM and laboratory pumps

2003 - 2008 • International Project Manager: Europe, Middle East, Central Asia

SOMFY SAS, F-74400 - Cluses

World leader in motors and controls for blinds, roller shutters and awnings - 570 Mio €

- Marketing management of the italo-spanish Joint Venture Gaviota-Simbac (SOMFY Group)
- Marketing management of Simbac Middle-East, a Joint Venture in Lebanon: analysed product portfolio and competitors formulated a new product strategy, implementation
- Surveyed emerging markets in Central Asia (Kazakhstan, Azerbaidjan) and the Middle East (Iran, Oman), looked for new distributors, established country specific action plans, follow-up

2000 - 2002 • Administration & Marketing manager

European Scientific Institute, F-74166 Archamps

Particles accelerator physics, medical physics and medical imaging

- Marketing, administration and finance management of the Institute
- Organisation of postdoctorate trainings in particles accelerator physics with CERN
- Development of the European School for Medical Physics: US-doppler, CT scan, MRI, PET scan. with the European Federation of Medical Physicists (EFOMP)
- Feasibility study of a biotech & medtech centre in Archamps

2000 - now • Expert for the European Commission

European Commission, Directorate-General for Research & Innovation B-1049 Bruxelles

Framework Programs for Common Research and Development / H 2020

Life Sciences Program

1997 - 1999 • Marketing & Sales Manager: Europe, Middle East, Africa

ECOMAG, F-74100 Ville la Grand

Engines and Generators - 6.5 Mio €

- Sales of engines and generators to OEM customers
- Marketing study for a new generator

1987- 1996 • International marketing consultant: Europe

EUROMARCO, F-74160 St Julien en Genevois

Technical & high-tech products, food products

- International market research - technical and high-tech products
 - High-tech : electronics, microelectronics, software, sensors, hardware and software systems
 - Technical : mechanics, plastics, food products, water treatment, environment.
- New products development, tests and product launch into European markets
 - Defined technical specifications of new products with R&D
 - Market tests during development
 - Marketing and communication plan
 - Launch into European markets
- Setting up of international distributor networks
 - For French and Swiss SMEs manufacturing technical products
- Strategic diagnostic of SMEs & SWOT analysis
 - EMCO - Packaging machines
 - MAG Industries - Engines and generators
 - Swiss group SÄNTIS / MATERNA - Derivated milk products / Baby food
- Executive research & recruitment
 - a German sales manager - PANCOSMA, Geneva
 - a new general manager for MATERNA, Paris
 - a sales manager for France - MAG Industries, F-74100 Ville la Grand
- Research Centers & Organisations
 - Market study prior to creation of an Application Specific Integrated Circuits (ASICs) Center at Archamps
 - Study of potential cooperation between CERN, research centres & hightech companies in Haute Savoie

1982 - 1985 • Export Area Manager: Europe, Middle East, Africa, South America, South East-Asia

ACTINI, F-74200 Thonon les Bains

Machines and turn key production lines for liquid foodstuff engineering

- Sales of machines and dairy turn-key production lines in the area
- Sales management of UV water sterilizers
- Distributor management in Europe and the Middle East

1980 – 1982 • Marketing Manager

ETAPE Group, F-73000 Chambéry

Temporary jobs and services

- Marketing management of 3 temporary jobs companies

1979 - 1979 • Sales engineer

CRISTEC Industries, F-74000 Annecy

Electronic battery chargers and controllers for the boat industry

- Sales management

Education - Trainings - Languages

University

- 2007 Master in English - Faculty of Letters - University of Geneva
- 1978 Postgrade in Marketing Management - I.E.C - Université de Grenoble
- 1977 Master in Economics & Finance - I.E.P - Université de Grenoble
- 1975 Bachelor of Arts - Institute of Technology - Université de Savoie

Training courses

- 2020 Lean Six Sigma Yellow Belt - Lean Six Sigma France
- 2020 R for Data Science, R for Statistics - Data Camp
- 2020 Analyzing and Vizualising Data with Power BI - Edx courses
- 2012 NI LabVIEW Core One - SAPHIR, Barraux
- 2005 Strategic and Operating Plan - CJP, Aix les Bains
- 2004 Master production plan - CJP, Aix les Bains
- 2002 MRP2 and production management - HES, Genève
- 2001 Economic intelligence on Internet - CYBION, Paris
- 1993 Production system optimisation - Pôle Productique Rhône Alpes, St Etienne
- 1992 Production management - Pôle Productique Rhône Alpes, St Etienne

Languages

French	mother tongue	
English	fluent	Cambridge Certificate of Proficiency London Chamber of Commerce Examination
German	fluent	Aufnahmeprüfung der Universität Freiburg (C1) Deutsch-Französische Handelskammerprüfung zu Düsseldorf
Spanish	fluent	Diploma de Lengua Española - Universidad Menendez Pelayo Santander (C1)
Italian	fluent	Diploma Avanzato di Lingua Italiana – AIL Firenze (C1)

Publications

<i>Mieux doser les liquides grâce aux progrès de la technologie</i>	Device Med, January / February 2014
<i>In Symbiose mit dem Gerät</i>	MED Engineering, April 2012
<i>Paramètres critiques dans le choix d'une pompe à liquides</i>	Device Med, January / February 2011
<i>Understanding the critical parameters of selecting a liquid pump</i>	European Medical Device Technology, October 2010
<i>La Construction au Kazakhstan et en Azerbaïdjan</i>	Classe Export Magazine, January 2007
<i>Les biocapteurs optiques</i>	Le Journal de la Technologie de Haute Savoie, November 1998
<i>La croissance du marché des microsystèmes industriels</i>	Le Journal de la Technologie de Haute Savoie, July / August 1998
<i>L'Albanie s'inscrit à l'école du libéralisme</i>	Le Moniteur du Commerce International October 1996
<i>Le transfert de technologie dans les petites entreprises</i>	Classe Export Magazine - February 1994
<i>Plaidoyer pour une technique d'avenir, les ultraviolets</i>	L'eau, l'industrie, les nuisances - April 1985
<i>La désinfection de l'eau par UV dans les petites communes</i>	L'eau, l'industrie, les nuisances - April 1984