

Eric K. Waku

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A French citizen authorized to work in the USA

GLOBAL BUSINESS DEVELOPMENT EXECUTIVE

Field person, deal-maker, business hunter, pioneer, diplomat and successful strategist with global experience, cross-functional team management, technical excellence and a proven track record of success developing operational business in Telecommunication, ICT, Digital Transformation and Oil & Gas across African countries, Europe, and China generating multi-millions multi-year contracts. Forward-thinking leader with a proven ability to implement regional greenfield projects, secure funding and mitigate country-risk, meet aggressive deadlines, deliver high quality results and exceed business objectives; Strong executive management capacities in matrix organization, self-starter, complex and multi-faceted projects; Management of RFPs and tenders; Good critical thinking and communication skills, extensive experience in lobbying and strategic advisory, business acumen in international and governmental environments and excellent grasp of geopolitical, political and socio-economic issues.

AREAS OF STRENGTH AND EXPERTISE

- General Management
- Business Development
- Global Accounts
- Competition Analysis
- Strategic Partnerships
- Contract Negotiation
- Troubleshooting
- Cross-functional Management
- Project Financing
- P&L Responsibility
- Country Risk Management
- Matrix Organizations
- Team Building
- Change Management
- Field Service Support
- Trilingual
- Cultural Sensitivity
- Facilitation/Lobby

PROFESSIONAL EXPERIENCE

TRADIMEX (Self-employed)

Since May 2015

Senior Business Adviser/Transition Manager – Paris, Kinshasa, Johannesburg

Business and/or Operation plan, Strategic plan, Market Analysis, Competition Analysis, Strategic partnership, Technical specifications definition (Tender requirements), Digital Transformation, Lobby/Facilitation.

- **Customers:** DRC Electoral Commission (CENI), Lithotech, Congolese Wireless Network (Vodacom Congo/Vodafone minority shareholder)

SMARTMATIC

2010–2015 April

Vice President EMEA Business Development – Amsterdam

Electronic & Auditing voting systems, Identity Management systems, Smart Cities solutions.

Responsibilities

- Prepared and executed short-term and long-range plans to generate new income based on overall strategic direction, regional goals, and growth objectives
- Identified and targeted new clients and business opportunities
- E-voting advocacy
- Built and maintained a healthy pipeline of qualified and prospective clients
- Spearheaded new business development initiatives and made business cases
- Forged key strategic partnerships and alliances to grow business
- Communicated new product developments to prospective clients
- Fostered strong relationships with cross-functional and geo-dispersed teams to drive collaboration and achieved exceptional results
- **Contracts signed:** Zambia (\$5M), Belgium (15-year frame contract), Sierra Leone (Pilot project)

ALCATEL-LUCENT

1996–2010

Vice President Sales – Africa & Med (2007–2010)

- Worked with several **Alcatel-Lucent legal entities** (France, Germany, Belgium, Italy, Spain, Portugal, China, South Africa and Egypt) doing business in Africa.

Responsibilities

Implemented successfully the company policy, Defined and executed strategy and plans to generate new revenue, Identified and targeted new customers, managed, coordinated and led Sales team (CSO, GAM, KAM), Tendering, Legal, Tax, Finance and Operations teams (cross-functional relationships), Monitored the operating and financial results against plans and budgets, assumed full accountability to the HQ for all subsidiary operations, credited with designing and implementing the business strategy in terms of sectors, accounts, go-to-market & partners whilst ensuring optimum mix of revenue and profit and addressing key sector growth targets, took remedial actions where necessary, Set up Alcatel-Lucent DRC in 2002 (CEO from 2008 to 2010), headcount: 54 employees.

Project funding and Country risk coverage

Worked with Export Credit Agencies (Coface, Hermes, Sace, Ducroire, Sinosure) and Merchant Banks (Barclays Bank, Standard Bank, Exim Bank of China, Société Générale, etc.)

Internal interfaces

Customer Unit President and EMEA President, Solutions Marketing, Bids & Proposals, Finance, Regional Quality Assurance & Customer Care, HR & Communications, Risk Assessment Committee, and Business Compliance

Key Accomplishments

- Sales Achievements: EUR179M in 2009, EUR186M in 2008, and EUR149M in 2007
- Major fiber optic backbone and submarine cable contracts: WACS and EASSy (Regional submarine cable projects)

CEO of Alcatel-Lucent DRC (2008–2010) – 2009 Revenue: EUR45***Country Senior Officer Zambia and Malawi (2008–2010)******Country Senior Officer DRC, Angola, Mozambique and Sao Tome (2000–2008)******Responsibilities***

General Management, Strategic Plan, New business opportunities identification, Key Accounts Management, Financial statements, Human resources, Procurement, Field support, Logistics, Steering Committee/Assessment, Governmental relations

Key Accomplishments

- EUR 250M contract with Vodacom Congo (Vodafone Group), between 2002 and 2010
- \$60M contract with Angola Telecom (Alcatel Shanghai Bell), 2002 (Soft Loan)
- \$67M contract with Angola Telecom (Alcatel Shanghai Bell), 2006 (Soft Loan)
- EUR37M contract with Unitel (Alcatel France and Alcatel Portugal), 2007
- EUR180M contract with Angola Telecom (ALU/HOMT) 2008 (Commercial Loan)
- EUR 20M GSM Frame contract signed in 2004 with mCel (Buyer's credit)
- \$80M GSM contract with Ghana Telecom in 2003

EDUCATION

Digital Transformation Certification, CEGOS, 2017

Executive MBA, ESCP Europe, 2013

Specialized Master in International Project Management, ESCP Europe, 1996