



Julien NABONNE

Product Manager, bridging the gap between Technology & Marketing

- Skype: jnabonne
- julien.nabonne@gmail.com
- linkedin.com/in/juliennabonne
- French, born in 1982 (37 years old)

- ▶ **Product Development**, Roadmap, Functional & Technical Design
- ▶ Data-driven **Product Marketing**, Strategy & Market / Customer Intelligence
- ▶ Transmission of Business Value and **Communication / Collaboration Facilitator**
- ▶ **Data Specialist**: Big Data, Data Analytics, Data Science & Machine Learning

CAREER PATH

Depuis
2018.03

PRODUCT MANAGEMENT & FREELANCE CONSULTANT

(France & Spain)

Product Organization: Cross-functional Team Creation / Coordination, Agile Implementation
Product Design: Market Research & Strategy, Audit of Features / UX and Recommendations

2019.01
2018.03

Johns Hopkins University Data Science Specialization

www.jhu.edu

(Continuing Education)

2018.02
2017.07

Caesura / Research year

(North & Central America)

Infield approach of Big Data and emerging Analytics / Machine Learning solutions

2017.06
2014.01

INTERSEC GROUP

www.intersec.com

(Paris, France)

Product Manager Big Data Analytics

Responsible for Conception, Strategy and Development of Intersec Analytics offer:

Technical Product Owner:

- Definition of Product Features, Specifications and User Stories
- Management of Roadmap (internal & External) and backlog
- Leadership of R&D teams (6x10 developers in Agile env.) & Data-Science department

Product Marketing:

- Operational Marketing, Market / Customer Intelligence, Collaterals Production
- Support to Sales for Customers Acquisition including 3 Tiers-1 operators

Identification and Execution of high-value Studies (in collaboration with Operators):

- Internal: Real 360° Customer View & Fraud detection (suspicious activity detection)
- External (Data Monetization): Geomarketing / Smart Cities & Public Safety

3 Awards: Telco Data Analytics (2016), Pipeline (2017) & Global Telecom Business (2017)

2013.10
2012.06

e-CICERONE

www.e-cicerone.com

(Madrid, Spain)

CTO (& co-Founder)

Definition of Requirements, Conception, Development and Commercialization of a Cloud Platform for creating interactions with the audience during events and alternative audioguide system for Museum, Cultural Entities and Events Agencies

2013.03
2011.11

DEMTECH INTERNATIONAL

www.demtech.biz

(Madrid, Spain)

International Business Development Manager / Technical Expert

Assisting foreign high-tech companies in their expansion on the European market:

- Definition of Marketing Mix, Business Model and Launch Strategy
- Business Development, Account & Partnership Management
- Market / Competitors and Technical Feasibility Studies
- Presales & Bid Management

Worked with:

- Telecommunications: [Scorecard Systems](#), [Verio](#) (NTT), [VisionMobile](#) (SlashData)
- NFC / Mobile Payment: [VIVOftech](#) (Sequent), [ABNote](#) (ABC Corp)

<div style="background-color: black; color: white; padding: 2px; font-size: 0.8em; margin-bottom: 10px;">2011.10 2010.09</div>	<p>ESCP Europe Business School Specialized Master in Marketing and Communication Professional thesis on information privacy concern in Mobile Marketing</p>	<p>www.escpeurope.eu</p>	<p>(Madrid, Spain)</p>
<div style="background-color: black; color: white; padding: 2px; font-size: 0.8em; margin-bottom: 10px;">2010.09 2008.10</div>	<p>FREELANCE CONSULTANCY Consulting and Development for Startups and SMEs (Turnkey Projects) Technology oriented Telecom, J2EE, Web (CMS / SEO / SEM / GA) & Mobile</p> <ul style="list-style-type: none"> • Consulting & Migration toward new Information Systems / Applications • Development of Customer Databases and basic CRM systems • Dev. of a full SMS Gaming platform (from Interfaces with carrier to Stats / Billing Reports) 	<p>www.julien.nabonne.fr</p>	<p>(New-Caledonia & France)</p>
<div style="background-color: black; color: white; padding: 2px; font-size: 0.8em; margin-bottom: 10px;">2010.07 2010.05</div>	<p>AFPA National Center Entrepreneurial Management Training Course</p>	<p>www.afpa.fr</p>	<p>(Paris, France)</p>
<div style="background-color: black; color: white; padding: 2px; font-size: 0.8em; margin-bottom: 10px;">2009.04 2008.04</div>	<p>SOCIÉTÉ GÉNÉRALE (SGCB) IT Manager on the IS Migration Project</p> <ul style="list-style-type: none"> • Manager of the technical part (7 persons) • Coordinator between functional and technical areas 	<p>www.societegenerale.com</p>	<p>(Noumea, New-Caledonia)</p>
<div style="background-color: black; color: white; padding: 2px; font-size: 0.8em; margin-bottom: 10px;">2007.07 2005.01</div>	<p>CAPGEMINI (for Vodafone / SFR) Project Manager (13 persons) of the Mobile Billing System</p> <ul style="list-style-type: none"> • Management of Planning and Budgets • Client relationship & Assistance • Functional and Technical Analyses • Supervision of Developments, Integration, Deployment & Maintenance 	<p>www.capgemini.com</p>	<p>(Paris, France)</p>
<div style="background-color: black; color: white; padding: 2px; font-size: 0.8em; margin-bottom: 10px;">2005.06 2000.09</div>	<p>EPITA (Grad Computer Science) Specialty in Information System and Software Genius</p>	<p>www.epita.fr</p>	<p>(Paris, France)</p>
<div style="background-color: black; color: white; padding: 2px; font-size: 0.8em; margin-bottom: 10px;">2000.06</div>	<p>French Mathematics Baccalaureate (~ A-level / HSD)</p>		<p>(Paris, France)</p>

TECHNICAL SKILLS

Strong Technological Background (Architecture, Systems, Usability / UX & Programming)

Expertise in **DB, BI, Big Data technologies** and **Data Analytics / Visualization tools**

Certifications in Data Science and **Machine Learning** (Stanford, Johns Hopkins University)

Good knowledge of Softwares for Planning / Team Organization, Tests and Office & Adobe suites

Project Management and **Agile Methodology** (Scrum & Kanban)

A LITTLE BIT ABOUT MYSELF...

Languages: French (mother tongue), fluent in English and Spanish

Sports: Climbing, Ski, Scuba & Sky Diving

Hobbies: Photography and Music

Driving licence