

STEPHANE MAZUBERT

EXPORT COMMERCIAL MANAGER
AERONAUTICS DEFENSE SPACE

EXECUTIVE PROFILE

Sales Manager
France and International
For more than 20 years
Aeronautics Defense and
Space industries.

I am tenacious, curious,
empathic, enthusiastic, can
work in autonomy

INFOS

78580 JUMEAUVILLE - FRANCE
Tel: +33.7.49.94.22.28.
stephane.mazubert@free.fr
linkedin.com

SKILLS

English: fluent
German: school level
Spanish: beginner

Customer and key account
follow-up
Qualification of requests and
preparation of tenders
Contract analysis and
negotiation
Search for partners
Search for funding
Business development

PROFESSIONAL BACKGROUND SALES MANAGER AERONAUTICS DEFENSE SPACE

Key Account Manager Defense

KONTRON MODULAR COMPUTERS SAS
August 2021 - August 2024

- Development of major accounts of the Defense market (Air Land & Sea) : Airbus-DS, Airbus-Helicopters, MBDA, Naval Group, KNDS, Arquus, Exail, Dassault Aviation
 - Sales support to the local partners on international markets (UK and Spain)
- => More than 10 new Key Accounts in the Customer's portfolio
=> More than 15 M€ of new projects identified and engaged
=> Selected on 2 new significant programs , one of more than 17 M€

International Business Development Manager

CHELTON ANTENNAS SA (COBHAM)
May 2010 - August 2021

- Development of Aeronautical and Defense markets abroad : EU, Turkey, India, Brazil, USA
 - Development of the Space market in France EU and abroad (USA, India, Brazil, Turkey)
- => Booking increased from 1 M€ to 7 M€ between 2010 and 2021
=> Selected on a first international aero program, 1 M€ booking
=> Selected on a EU Army renewed vehicle program, 5 M€ booking
=> Selected on KINEIS constellation, worth several M€, first french nanosat constellation, and one of the company's largest contract

EDUCATION

ENSICAEN - ISMRa | 1988

Engineer Graduate,
Option optoelectronics and
hyperfrequencies
General education
Electronics and IT oriented

Graduation Internship at
Centre d'Etudes Nucléaires -
Saclay

Graduation project at ISMRa
Research Laboratory - Caen

NATIONAL SERVICE

Sept. 1988 - Aug. 1990

Executed as
Mathematic teacher at
Sakassou Modern
Highschool (Ivory
Coast)

HOBBIES

Skiing, Swimming, Hiking
Traveling
Gardening,
Home handiwork

Treasurer of a local hiking
association

SALES MANAGER AERONAUTICS DEFENSE SPACE (NEXT)

Key Account Manager

CHELTON ANTENNAS SA (COBHAM)

June 2008 - May 2010

- Strengthen our position with several Key Accounts: MBDA, THALES, EADS, SAGEM
 - Relaunch our Space activity in France
- => Several new projects identified and engaged for several M€
=> Selected on a first CNES program of 500 k€

International Key Account manager

PRECILEC (ZODIAC Aerospace)

May 2007 - June 2008

- Resume existing Aeronautics and Defense accounts in EU, North and South America, South Africa
 - Prospect and develop these markets on the territory
- => RFPs received from aircraft manufacturers (EMBRAER in Brazil, EUROCOPTER, GROB Aerospace in EU) and equipment manufacturers (BEHR Aerospace) for 3 to 4 M€

Key Account Manager France and International MCB Industrie

November 2005 - May 2007

- Key accounts resume and follow-up in France (DASSAULT, THALES, MBDA, SAGEM, ZODIAC) and Israel
- International business development of the Aeronautics Defense and Space sectors in more than 20 countries (EU, Brazil, Middle East)

PREVIOUS RELEVANT POSITIONS

Sales engineer

KISTLER France

January 2004 - November 2005

- Resume and commercial development of the Territory
- Technical support to the installation and start-up support of the equipment

Field Support Engineer France and International

THALES e-TRANSACTION (former DASSAULT AT)

January 1997 - September 2002

- Promote present and demonstrate solutions to customers
- Customer's technical support on pre-sales phase
- Prepare and participate to trade shows

System and Feasibility Study Engineer

DASSAULT ELECTRONIQUE

December 1990 - December 1996

- Evaluation of technical and mission performances of a Space system (Payload + Ground segment)
- Definition studies of Space systems