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International Perspective

Turning Technology into Value, Competition into Opportunity,
And Local Presence into Global Reach

ACCOMPLISHMENTS

Increased sales by developing synergies, close interactions/partnering between R&D, design and manufacturing functions (shop-floor workers,) vendors when applicable, as well as lead users

BUSINESS DEVELOPMENT / SALES (1988-Present)

- Incorporated deep understanding of Company's technological resources and R&D contracts into sales programs; results included successful marketing to NASA of the first ultrasonic diagnostic device ever sent to space; in use on board the International Space Station and all Shuttles since July of 2001.
- Developed and nurtured effective distribution network spanning 11 countries in Europe, Asia, Middle East, South America and the United States to garner sales increase from less than 3% in 1999 to 35% of total sales in 2001 on a push market and under tight budget (Company was awarded the U.S. Commercial Service's Export Achievement Certificate in 2002.)
- Guided the development of seven business and cooperation agreements between large U.S. firms and French businesses
- Initiated and conducted sales programs that resulted in the penetration of eight major players in the transportation arena (airlines, automotive and railroad) in the United States and Europe
- Developed and directed 200+ unique Advanced Technology Meetings aimed at matching American technological needs and desires with French based development and implementation expertise

Employers and clients include: The Nomos Corporation, a Washington-based consulting firm as VP of International Business Development; SOFMA, a Paris-based Defense Marketing and Sales company; Comite Richelieu USA, the Association of French high-tech firms; the Schneider Group (Electrical Distribution and Automation) - A Maryland-based high-tech firm specializing in predictive maintenance by ultrasound as VP of Business Development and Marketing
Among the companies I sold to: The NASA, the U.S. Coast Guard, United Airlines, U.S. Airways, Delta Airlines, Pacific Railways, Ford, the French Ministry of Defense, GIAT (a French manufacturer of military equipment), Thomson-CSF (currently known as Thales, a large defense contractor) ...

Countries I developed business in: Germany, England, Ireland, The Netherlands, France, Turkey, Israel, India, Taiwan, China, Japan, Brazil

MARKETING (1988-Present)

- Orchestrated numerous sales and marketing department infrastructure improvements; hired, trained high performing sales force of national & internationally based Regional Sales Managers
- Effectively reorganized marketing department; redefined prospecting methods; implemented sales procedures; realistic revenue goals; redesigned and improved collateral sales materials

- Authored stories published in major specialized periodicals, including Aviation Week & Space Technology and Overhaul & Maintenance
- Authored and directed the development of technological surveys, market research studies and future growth forecasting development
- Developed branding for an import small business. Directed the development of marketing tools, including web site design and optimization, customer service. Achieved sales growth in excess of 20% a year.

FOREIGN SERVICE (French Embassy in Washington/Armament Attaché's Office) (1982-1988)

International activities included coordinating R&D offices, leading market, research studies for French industries, and interacting daily with U.S. / European governments and major industrial players.

- Developed and managed 12 cooperative agreements between the United States and France in areas of naval weapons, communications and auxiliary systems
- Initiated and coordinated technology transfer and cooperation programs between U.S. and French Defense Contractors
- Developed and organized the annual French Defense Contractors Exhibitions and Conferences in Washington, DC
- Edited the French Embassy's monthly newsletter "Bulletin des Constructions Navales"

PROGRAM MANAGEMENT (1970-1982)

- Successfully managed teams of up to 70 engineers and technicians in French Navy Design Offices and Shipyards. Programs included nuclear carriers, frigates, avisos, patrol boats and replenishment vessels, maintenance and overhaul of various categories of naval vessels. Domains included hull, machinery and electrical (HME)
- Led the nuclear weapons conversion program of Clémenceau-Class French Carriers program
- Led the HME design of avisos for export program
- Led the hull design studies of the Tripartite Mine Hunter Program (The Netherlands, Belgium & France)

LEARNING CREDENTIALS

Major in Naval Architecture & Engineering
Department of Defense's College of Naval Architecture - Brest, France

ORGANIZATIONS & ASSOCIATIONS

American Society of Naval Engineers

LANGUAGES

American English & French

PERSONAL

Naturalized U.S. Citizen
Sailing, Golf, Yoga, Photography & Cinema

CHRONOLOGY

Jan. 2002 – Present – Consulting in Business Development, Sales

Jan. 2009 – Present – Chairman of the Board at The Alliance for Education & Progress, a non-profit organization (Non-salaried position)

Sept 1999 – Dec 2001 – VP, Business Development at CTRL Systems

Sept 1995 – Aug. 1999 – President of the U.S. Office of Comité Richelieu, a French high-tech firms association

Oct. 1988 – Aug. 1995 – VP, International Business Development at The Nomos Corporation, a Washington-based consulting firm

Aug. 1982 – Aug. 1988 – Assistant Navy Cooperation Attache at the French Embassy in Washington

Sep. 1970 – Aug. 1982 – Program/Project Manager at the French Navy in Paris and Brest (France)