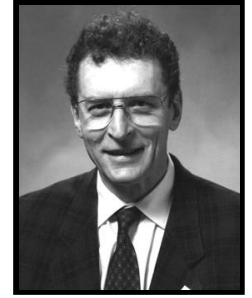


# Jean-Paul THIERION



## RESUME

### 1 - GENERAL

Family name	THIERION	First name	Jean-Paul, Louis
Birthdate	9 Mai 1943	Birthplace	Paris 12 <sup>ème</sup> France
Nationality	French	Family status	Married, 3 adult children
Address	9 rue de l'orée du bois 33510 Andernos les bains France		
tel:	+ 33 (0) 5.5682 5905		
Email	jpthierion@gea-consulting.com		

### 2 - BACKGROUND

- Baccalauréat Mathématiques (L.T.E Vauban 92400 Courbevoie 1959-1963)
- BTS refrigeration (L.T.E Raspail 75104 Paris 1964 - 1965)
- French Institute of Refrigeration (IFFI - CNAM 1976)

### 3 - PROFESSIONAL TRAINING

- Sales Engineering Training Program of The TRANE Co, La Crosse, Wisconsin
- Control Training Program of Honeywell Co Minneapolis-St Paul

### 4 - LANGUAGES

- French : Native language (rating 4)
- English: Fluent (rating 3)
- German : Medium low level (rating 1)

### 5 - PROFESSIONAL EXPERIENCE

#### TRANE EUROPE

European Headquarters

Saturnusstraat 17-A

2130 KB HOOFFDORP The Netherlands

(shared address with 1 rue des Amériques 88191 Golbey – France)

**- Director of Service Operations Europe (from April 2000 to 2006)**

Supervision of the Service organization in Europe totalling 510 associates amongst which 340 field service technicians. Total sales 81 million US\$

**TRANE THAILAND Ltd**

Ploenchit Center 7th fl, Sukhumvit road soi 2, BANGKOK 10110 Thailand

**- General Manager Trane Thailand (August 1998 – March 2000)**

General management of three Companies respectively Amair (manufacturing), Airco (distribution), Primeair (service), with total headcount of 640 people and sales of 52 million US\$. Operational management and support of the distribution teams for dealer sales and project sales, and of the service company. Coordination with local partner, and regular reporting to regional headquarters.

**TRANE EUROPE**

European Headquarters

1 rue des Amériques, BP n°6 88191 GOLBEY Cedex France

**- Director of Global Accounts Europe (Jan 1995 - July 1998)**

Development of relationships with key national, regional, and global accounts in Europe. Animation of a team of six Account executives in Europe generating 16 million US\$ of sales in 1997

**- Manager ServiceFirst Europe-MiddleEast-Africa (August 1991 - Dec 1994)**

Management of a service profit center with direct responsibility of a team of 36 people at the European headquarters and process management of 220 field service staff in Europe.

**TRANE THAILAND Ltd**

67/26 Soi Suanphlu South Sathorn Road BANGKOK 10120 Thaïlande

**-Managing Director of Trane Thailand Ltd (May 1988 to July 1991)**

Creation of Trane Thailand Ltd, initially a wholly owned subsidiary of TRANE Company USA. Sales and service of large chillers mainly for the textile and hotel market segments. Hiring and training of personnel, development of relationships with former Trane distributor, negotiations with a local partner for new manufacturing and distribution joint ventures. Total sales 10 million US\$.

**DMT-HITACHI / GENERFLUID**

14 rue Dulac 75015 PARIS France

**- Technical Manager (June 1986 to April 1988)**

Development of DMT liquid chillers with Hitachi screw compressors, and Friga-Bohn heat exchangers. Creation of sales and service literature, development of prototype and commissioning of first units on site.

**TRANE EMA (Europe - Moyen Orient - Afrique)**

Direction régionale France Nord 13 rue du docteur Roux 75015 PARIS France

**- Service Manager France Nord ( May 1978 to May 1986)**

Development and management of the regional service organisation, with 24 people among which 18 service engineers. Coordination and site supervision of export service operations in Egypt, Lybia and Saudi Arabia (projects with Saudi Oger). Service sales from 4.3 million FF in 1978 to 18.6 million FF in 1985.

European Marketing Division 1 rue du fort 88191 GOLBEY France, then

Tour Europa, Centre commercial Belle-Epine, 94000 THIAIS France

**- Product Engineer refrigeration products, then Product Manager variable air volume (Sept 1970 to Feb 1978)**

Product and marketing support to field sales engineers in Europe. Rollout of first VAV systems in France (VariTrane).

**DOW CHEMICAL FRANCE**

12 avenue Hoche 75008 PARIS France

**- Field sales-engineer (March 1967 to Aug 1970)**

Development of a distribution network and direct sales of insulation material (Styrofoam/Roofmate) to refrigeration and roofing contractors.

**6 - MILITARY STATUS**

- Captain officer in the French army ; maintenance of light aircrafts and helicopters (671ème Cralat-Dax 40000)

**7 - MISCELLANEOUS**

- Good practice of Microsoft softwares (Excel, Word, Powerpoint)
- Sporting activities, mountain bike, sailing board
- Hobby : motorcycling (tourism), music