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# ***BUSINESS DEVELOPMENT / BUSINESS UNIT MANAGEMENT*** ***B to B***

## **KNOWLEDGE**

### ➤ **Management and Development of Business Units.**

Team management of 5 to 200 people.

P&L liability with results of 200K to 10 Million Euros turnover.

- Building, launch and development of businesses (e.g. consultancy)
- Management of executives with different skills (sales, engineering, consultancy...)
- Proficiency in IT (20 years experience)
- Good knowledge of Spanish market (I had been living in Spain for 20 years.)
- TQM (Total Quality Management) training (both as student and as trainer).
- Languages :
  - French : mother language
  - Spanish : fluent
  - English : very good skills, both written and oral.
  - Catalan : Basic

## **WORK EXPERIENCES**

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***Since November 2004:***

***NOVATIVE (Lyon/Barcelona)***

*Consulting and Services.*

### ***Managing Partner***

Founder and manager of **NOVATIVE** ([www.novative.fr](http://www.novative.fr)), consulting company offering Services, Advice and Assistance to the businesses (Small, Medium and Major Accounts), specialized in the following domains:

- Business Consulting and Sales Support.
- Interim Management and Executive Search.

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***2003-2004:***

***DCS Easyware (Lyon)***

*S.S.I.I. Consulting and Information Technology Services*

### ***Area Manager***

Management and development of businesses for : *Rhône-Alpes, Auvergne and Bourgogne* Areas.

Manager of a team of 200 people (Consultants, Salesmen, Technical Staff) divided into 3 Business Unit.

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***2001-2002:***

***Tcpdesign / STIMACT Consulting (Barcelona)***

*Consulting and Data Processing Services*

### ***Associate Managing Director***

Set-up and launch of a company dedicated to subcontracting for :

- Building and managing websites.(*Tcpdesign*)
- Processes for sales and customer loyalty in the BtoB IT business.(*STIMACT Consulting*)

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**1997-2000:**

**SERESCO S.A. (Barcelona)**

*Consulting and Data Processing Services*

**Business Unit Director**

Set-up and launch of the new Seresco Offices in Barcelona.  
Management and development of Seresco businesses in *Catalunya*.

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**1990-1996:**

**ADP/GSI (Barcelona)**

*Engineering and Data Processing Services*

**Managing Director (P.M.S. Division)**

Activity: Services outsourcing (BPO) and Software of Payroll and Human Resources Management.  
In charge of the **Personal Management System Division** of Spain.

- Team: 45 People (Consultants, Salesmen, Application and systems Engineers, Administrative,...)
- Locations : 2 Agencies : Barcelona and Madrid
- Market segment : Medium-major companies/corporate (businesses > 200 employees)
- Annual Turnover (1996) : 700 MM Ptas.

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**1982-1989:**

**GSI DIVISION PAIE ET G.R.H. (Paris)**

*S.S.I.I. Information Technology Service and Engineering Company.*

Activity: Services outsourcing and Software of Payroll and Human Resources Management.

**1987-1989:** **Manager of local branch.** (*Industrial Sector/Large Accounts*)

**1985-1986:** **Sales Manager** (*Large Accounts*)

**1982-1984:** **Account Manager** (*Large Accounts*)

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**1980-1981:**

**BURROUGHS S.A. (Paris)**

*Information Technology*

**Salesman**

Computer solutions (Hardware et Software) for management.  
(Invoicing, Accounts, Stocks Control, Payroll,...)

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**1979:**

**S.A.M.U. AUCHAN (Paris)**

*Department store (Hypermarkets)*

**Chief of Department**

In charge of the Electrical Appliance Department.

- Buying, promotional operations, and animation of the surface of sales (hypermarket).
- Annual Turnover (1979) : 12,4 MM French Francs.

**EDUCATION**

- Master in Business & Management (1978)  
University of Paris XII (Val de Marne)
- Degree in Sciences Economics (1977)  
University of Paris XII (Val de Marne)