

Nicolas de Beco

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Senior Executive Leader

Seasoned leader experienced in driving growth and profitability across companies of all sizes. Thrives under pressure, with strong expertise in finance, product management, and multi-channel sales across multiple countries. Track record includes successful ventures in M&A (over \$750m in transactions), private equity, and venture capital. Unique insights into the e-invoicing market. Nominated by the French Prime minister as a trade advisor for North America. Dual French American citizenship.

Core Competencies

Communication Skills
Crisis Management
People Manager

Financial Acumen
Investor Relationship
M&A

Leadership
Resilience
Negotiation

Professional Experiences

Quadient:

2020 to current

\$1B Public Company – www.quadient.com

SVP GTM & Strategy – ICA

Responsible for Quadient software operation globally with P&L responsibilities:

- Leading transformation of Quadient's 400,000 mailing customers to Quadient's Digital Solution.
- Transform the software group from CCM (Customer Communication Management) to a unified business critical platform and address the e-invoicing market.
- Lead acquisition and integration for YayPay, Beanworks and Daylight.
- ARR growth from \$90m to \$220m since joining.
- Redefined strategy from growth at any cost to growth with profitability.
- EBIT from -14% to +7% while spending \$150m in M&A.
- Lead 1,200 employees across the world.
- Built an inclusive culture of trust, accountability and innovation resulting in low attrition.
- Presenting regularly to Quadient Board and main shareholders

Oracle:

2017 to 2020

\$40B Public Company – www.oracle.com

Senior Director – Start Up program.

Ran global team focusing on adding startup companies to Oracle portfolio:

- Global leader for VC relationship for Oracle.
- Multiple M&A activities – Details upon request.
- Reported directly to the office of Larry Ellison.

Parallax Capital Partners – Erwin/Casewise

2016 to 2017

\$300M Private Equity Fund - www.parallaxcap.com

Senior Vice President – Field Sales and Operations (PE Operator)

Hired by Parallax to structure operation before acquisition of Casewise by Erwin.

Dell

2012 to 2016

*\$60B Public Company – www.dell.com***Executive Director– Application Modernization**

Ran Application Modernization team (120 team members):

- Integration of Clarity Solution (Acquired in April 2012) and Make Technologies (Acquired in June 2012) into the Dell Service portfolio.
- Delivered Plan consistently on revenue, booking and EBITA target. (In 2016, booking was \$94M with revenue of \$42M and an EBITA of 29%).
- Held P&L responsibility.

Oracle:

2008 to 2012

*\$32B Public Company – www.oracle.com***Global Senior Sales Director– Oracle Modernization**

Lead the Legacy Modernization Overlay sales practice globally.

- Drove booking in FY09 – \$85M, FY10 – \$120M, FY11 – \$102M and FY12 -\$144M.
- Managed a global team of 70 peoples (Sales, R&D, PSO)

Further Professional Experience

Metaware / COO North America / 2006 to 2008.

Orsyp Software / COO North America / 2003 to 2006.

Orsyp Software / Country Manager (Switzerland) / 2002 to 2003.

Orsyp Software / Key Account Management (France) / 2001 to 2002.

Education**IESEG (France)** Master of Sciences, Finance, Marketing, & International Management - www.ieseg.fr**Juniata College (USA)** Bachelor of Sciences, International Business Management - www.juniata.edu**Languages** French, English, Spanish, Chinese (notions) and Tagalog (notions).***Professional Affiliations & Associations*****CCEF** Conseiller au Commerce Exterieur de la France.
President of New England Committee, Vice President of North America.**Sudbury Soccer** Vice President and coach***Other Interests***

Wine (Especially French Wine), cooking, travel, tennis, and family.