

Contact

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Top Skills

Executive Management
Corporate Branding
Sales

Languages

English

Bertrand Bouteloup

Chief Revenue Officer, GM Europe, Global BU Manager
France

Summary

After 15 years spent in managerial positions in the IT industry, I have decided to bring my skills and know-how to companies that would like to develop their footprints in France, in Europe or in Middle-East.

In the last 10 years, I've been acting as "COO" for a software company and has developed its strategic and ambitious plan for its Global development.

I've also been working as Sales Director for France - Africa and Middle-East with a Cloud player specialized in Field Service Management, TOA Technologies. TOA Technologies has been acquired in August 2014 by Oracle.

More recently, and as Deputy General Manager of ARIADNEXT, I've assisted the two co-founders in the growth of the company that led to its acquisition by IDNOW in 2021 and my nomination as Group CCO. I've stepped out from the Group in January 2025 to take on a new challenge.

Experience

Hopae

General Manager Europe / Chief Revenue Officer

October 2025 - Present (2 months)

Rennes, Brittany, France

Manage the roll-out of HOPAE in Europe

Define and executive an aggressive GTM strategy to position HOPAE as the global trusted network when it deals with digital identity usage both for verification and issuance purpose

Unissey

Chief Revenue Officer (CRO)

January 2025 - August 2025 (8 months)

Rennes, Brittany, France

- Define and implement GTM strategy for UNISSEY, position the company as a key player in the facial biometrics segment based on financial means to be raised.
- Led cross-functional teams to roll out GTM plans across various regions and verticals.

I've stopped this contract after 8 months as the company was not able to get funded to support its ambitions.

IDnow

8 years 1 month

Chief Commercial Officer (CCO)

January 2023 - January 2025 (2 years 1 month)

Rennes, Brittany, France

- Led a team of +130 people to drive IDNow Group New Biz, ACM, Marketing, and Customer Success teams globally.
- Endorsed IDnow growth expectations and responsibilities, ensuring alignment with company objectives.
- Implemented strategic initiatives to enhance customer satisfaction and drive revenue growth.
- Developed strong leadership and communication skills to effectively manage cross-functional teams.

VP Sales & ACM

July 2021 - January 2023 (1 year 7 months)

Rennes, Bretagne, France

Deputy General Manager - VP Sales & Communication

January 2017 - January 2023 (6 years 1 month)

Région de Rennes, France

Oracle | TOA Technologies

Director of sales and business development (Southern Europe, ME, Africa)

June 2013 - October 2016 (3 years 5 months)

Région de Paris, France

In charge of sales Development in Southern Europe, Africa, Middle-East.

OpenTrust (Before Acquisition)

COO

May 2012 - June 2014 (2 years 2 months)

France

In charge of the merger of OpenTrust team after its acquisition by Keynectis (Global strategy development - product, sales, marketing, ... sales - and its execution)

8-i

CEO

January 2007 - December 2011 (5 years)

Founder of a System Integration company specialized in IT Security and IAM.

Mainly focused on large accounts and Public Sector

Build up a business of 35 people. 8-i was acquired by Akerva in 2012.

Unisys

Director - EMEA Security Services

May 2004 - December 2006 (2 years 8 months)

European Head of a practice of 150 resources.

In charge of Strategy definition, Sales & Business Development across EMEA as well as service offerings / Portfolio definition & management (Consulting, IAM, MSS)

Direct Management of the European Practice Leaders (6 people)

Build intimacy with large customers.

Capgemini France

Global Head of IT Security Service Line

1999 - 2004 (5 years)

Paris

Global Head of one of the 7 strategic service Lines within Capgemini

Technology Services

550 resources world wide

In charge of Strategy definition, Sales & Business Development across the World as well as service offerings / Portfolio definition & management.

Direct Management of the Global Practice Leaders (12 people)

Drove the business from 27million to 54million euros from 2001 to 2004

Education

IGR-IAE Rennes

Accounting and Business/Management · (1996 - 1997)

IAE FRANCE - Écoles Universitaires de Management

Master, Economics · (1992 - 1996)

