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GENERAL INFORMATION

Summary

International Business development (70 countries covered) and Sales Expert field in both Online and Mobile

Several years of Consulting in Business Development Strategy and Sales Operation Management in International environment

General Management

Entrepreneurship :

Founded and sold one company in Mobile services.

Have created and launched several online and mobile services for diverse company

Mentor of PEOGA – European Association for the Online Game Industry

Expertise

Online Marketing and Advertising

Online game expertise

Online payment system expertise

Mobile services

Telecom and mobile billing

International Business development

Language

French - Native Language

English – Fluent

Lao – Speaking

Education

BTS (BA) – Major Marketing and Minor Finance

Franco American Institute of Management – IFAM Paris

Ecole a la Préparation des Affaires – EPPA – Paris

Law School : 2 years

University of Law – Reims

EXPERIENCE

- 2006 - Present**
- 123 Ticket – Online Micro Payment Services (Barcelona/Paris)
Leading company for the Online Game Industry
Head of International Business Development
- Launch and create the offer in 2006
 - Identify and open New Market and Business opportunities in Asia, Europe and North America
 - Identify and manage strategic Partners
 - Manage business relationship telecom carriers for SMS and Audio billing
- 2005 - 2006**
- CREANET (TELEMEDIA GROUP) – Telecom and Internet payment services (Paris) - Listed company Euronext Paris- FR0000076416
COO
- Define the new Strategy and position of company (Market, offer, Marketing)
 - Cost killing
 - Operation Management for the Marketing, sales and Technical Team
- 2004 – 2005**
- Connect City – Mobile Services for Public Administration (Paris)
Company sold to Insert Group (US)
Founder and CEO
- General Management
 - Define Business the offer and Concept
 - Negotiate the deal with Insert Group
- Since 2000**
- Independent Consultant in Business Development Strategy and operations**
Some clients :
- HighwayOne – (Munich), Consodata – (Levallois-Perret), Posse42 – (Paris), Id go group – (Paris), Mobile Sapiens (Montreal),
- Define or Redefine the positioning the offers and services
 - Structure the sales operations and process
 - Consolidate Business Strategy
 - International Business Development planning
 - Mix Marketing
 - Initiate and negotiate strategic partnership

1999- 2000

Alladvantage.com – Online advertising “Infomediary” (Hayward CA/Paris)
Head of Business Development for Southern Europe -

- Define Strategic Partners and resellers
- Sale of Online Inventory to Advertisers, Advertising Agencies
- Develop new markets in Spain, Portugal, France, Belgium

1997 - 1999

Selling Attitude – Field Marketing and sales Force Management (Paris)
Business Unit Manager

- Create and Manage a business Unit devoted to IT Companies
- Manage a team of up to 60 sales persons
- Manage Field Marketing Operations