

**Eric de MONTJOYE**  
4, square Surcouf  
78150 LE CHESNAY (VERSAILLES), FRANCE  
Tél. (33) (0)9 51 29 09 06

## **EDUCATION**

**1963 – 1967** Ecole Supérieure d'Electronique et d'Automatisme. PARIS, FRANCE

**1969 – 1971** University of Nebraska, U.S.A. – B.S.E.E.

## **LANGUAGES**

### **Native language**

French

### **Foreign languages**

English 4 years of residence in the U.S.A.

Spanish 2 years of residence in Chile

German 7 years of residence in Germany as a child and teenager

## **EXPERTISE**

Experience in negotiations in English and Spanish. Translation in English and Spanish of tender documents, technical specifications, business contracts and commercial correspondence.

## **PROFESSIONAL EXPERIENCE**

**1972 – 1974 SOCIETE ANONYME DE TELECOMMUNICATIONS (SAT)**  
**(microwave links and telecommunication systems)**

Sales engineer in charge, within the Sales Department, of all research projects and contracts with the Telecommunications Department of the French Air Force.

**1974 – 1975 COMSIP ENTREPRISE**  
**(manufacturing process automation and turnkey supply of plants)**

Sales engineer in charge, within the Export Department, of automation systems designed for glass factories and paper mills.

**1975 – 1985 THOMSON-CSF, Division Faisceaux Hertiens**

*Thomson-CSF was the largest professional and defense electronics contractor in Europe and the third largest one in the world in the 1980's and 1990's, with about 80,000 employees.*

**(microwave links and satellite communications)**

Sales engineer in charge, within the Export Department, of prospection and sales in Madagascar, Nigeria, South Africa, Angola, Kenya, Uganda, Somalia and the Comoros.

I submitted many bids during this period of time, and negotiated and finalized four contracts amounting in total to nearly 200 million French francs (about \$130 million current USD).

- 1985 – 1986**     Personal activity in the United States.
- 1986 – 1994**     **THOMSON-SINTRA, Activités Sous-Marines**  
(*Subsidiary company of Thomson-CSF*)  
**(Weapons, detection systems and decision assistance systems for submarines, surface ships, helicopters and Maritime Surveillance Aircrafts).**  
Area sales manager in charge, within the export Department, of prospection and sales in South America.  
Negociation and finalization with the Navy of Chile of an 80 million French francs supply contract in 1987 (amounting to about \$50 million current USD) and of an important Memorandum Of Understanding (M.O.U.) in November 1990.  
Establishment of a cooperation structure, with the Navy of Brazil in 1991, for the definition of new sonar systems and decision-making assistance for combat systems.
- 1994 – 1996**     **Creation of a personal business in Chile**  
Return to France by the end of 1996.
- 1997 – 2000**     **ORDICAM R&D**  
**(Research and development company in the field of electronic chips and associated readers used in R.F.I.D. [Radio Frequency Identification] technology).**  
Manager of the Export Department.
- 2000-present**, Tutoring and teaching English and Spanish. Continuous practice of those languages.