



°May 25, 1953 in AKETI - DRC  
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 Nationality: Belgian  
 Marital Status: married, two children

## 1. Résumé

Owner of AYKY Services, company specialized in technical translations since 2009.

Check:

<http://www.proz.com/translator/1286774>

<http://be.linkedin.com/in/yantoine>

Yves Antoine has a Master degree in Electromechanical Industrial Engineering. I have evolved in different multidisciplinary business domains while I acquired extra skills thanks to continuous education.

Career development in the industry in general and in particular:

- Discrete and batch related industries;
- SCADA and MES worlds;
- Electronic test- and measurement market;
- Electronic control of industrial processes;
- Building Automation Systems and HVAC.

Management and P&L responsibility of sales office in a Western European cluster, for the sale of industrial software projects, products and maintenance within a crisis period while managing the 'downsizing' of staff.

Management of a European marketing team, disseminated throughout Europe.

Yves has managed a European integrator's and distributor's network.

He is an enthusiastic and passionate person who likes to manage teams. He repeatedly needs to be creative and he considers himself as an 'intrapreneur'.

## 2. Education

1972-1977 E.C.A.M. - Brussels – St Gilles (Haute École Léonard de Vinci)  
 Master in Industrial Engineering \* Electro-mechanics  
 Tongues: French (mother tongue), Dutch, and English. Notions: Italian, German.

### Training – details on request – non exhaustive

2002\_2009 SIEMENS: SIMATIC IT and look at [Siemens Learning Valley](#) Personal History.

1972-1978 *REMOTE TEAMS MANAGEMENT*- [Skills: Management of a decentralized team.](#)

1985-1998 INSTRUMENTATION WORKGROUP (B.I.R.A)  
 Speaker, facilitator, and participant. [Purpose: continuous learning of technologies and industrial trends.](#)

1990-1991 BUSINESS MANAGEMENT FOR SME - CMO Antwerp  
 Management's training for entrepreneurs. [Followed by two years of independent status.](#)

1989-1990 ITALIAN - Antwerp – A Grade. [Goal: daily operations with Milan 5 years long.](#)

### 3. Career and professional skills acquired

#### SIEMENS Industrial IT - IS IT 9 - Sales Executive France

2002 : Trainer LIMS/PLM for Worldwide MES teams;  
 2003 : Business Development, team IA AS MES/SM – France Region;  
 2004 : Global Management of the French market. Prospecting and follow-up of projects;  
 2009 : special temporary assignment in DRC at Kinshasa & Lubumbashi.

Products : LIMS- IT laboratories & PLM – R&D portfolios- and product specification management.

Targets : IT Managers, QA/QC, R&D, Laboratories.

Markets : food & beverages, specialty chemicals, pharmaceutical, metals, ... .

Skills:

- Management/Marketing & Sales in a foreign market;
- Interaction with other Siemens entities;
- Business Development France & DRC.

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#### THERMO AUTOMATION - Account Manager Belgium-Luxembourg-France

2000-2002 : Promotion, selling of software Products and their maintenance.

Skills:

- Complex MES projects in the metal industry;
- Increase of SCADA skills in pharmaceuticals and automotive;
- Solutions seeking with the technical departments from the customers.

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#### USDATA EUROPE SA/NV, Brussels:

1993 Sales Manager, Wallonia, France  
 1996 Mgr. Benelux Technical Centre (2)  
 1998 Mgr. Western Europe Regional (2)  
 2000 European Director of Market Development (1)

(1) Management and motivation of a team for European Industrial Marketing. Also follow-up of pre-sales activities focused on IT solutions for SCADA and MES in the discrete industries.

(2) Branch Management.

Products : industrial COTS software, SCADA (FactoryLink) & MES (XFactory).

Targets : Automation and IT Managers, IT integrators network.

Markets : Food & Beverages, metal, cement, etc.

Skills:

- P&L Responsibility of Branch Office ;
- International Reporting to USA/UK HQ ;
- Downsizing management of staff;
- European remote team management, COMPEX Alliance Manager;
- Dealer and integrator network management in Western Europe for SCADA products.

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#### ERO ELECTRONIC SA, Waremmé - Sales Manager Systems en Components Benelux

1988-1993 : Starting a Branch in Flanders, prospecting, sales - [industrial controllers](#).

#### FLUKE Mfg. NV, Brussels - Sales Engineer, then Account Manager

1984-1988 : Promotion, sales, management of a distribution network for small electrical devices  
 – [Tests and measurements](#).

#### J.KAMPS & Co SA/NV, Brussels - Sales Engineer

1977-1984 : Promotion, sales on behalf of foreign industrial manufacturers  
 – [electromechanical investment goods](#)

#### 4. Industrial experience during my career and Skills acquired

Sales of products and/or projects related to following equipments/solutions:

- The developed Skills are described in blue

Technical issues SCADA H1-drivers Sinec Siemens, Telemecanique-Ethway and AB

- Helped to understand the advantages and disadvantages of different brands in terms of interfacing with programmable PLC.

Building Management Systems, HVAC, control issues (pneumatic and electronic)

- Knowledge of the dynamic mechanisms of a building and management features about security, air conditioning, and energy optimisation on top of SCADA features.

Inert Gas Generators for blanketing of LNG Tankers

- Negotiations skills for purchases up to 0,25Mio€+.

Hi throughput air conditioning systems, with adsorption and Bactericide features for the beer-, hospitals and car industries

- Psychometric diagrams, dry and clean air for industrial beer cellars.

Data Logging systems for dynamic car testing

- Analogue and digital data acquisitions, A/D converters, T/C, RPM, GUI, ...

Industrial Test & Measurement computers with high throughput A/D converters

- 200K€+ business in competition with HP, proposing their very first line of PC's at ATEA Herentals in the mid eighties.

Mono- and multi loop controllers, cascade, temperature, pressure ...

- Dynamic behaviour of pharmaceutical reactors and plastic extruders

Monitoring and control of traffic and tunnel system

- Crisis management with integrator and contractor

Calibration systems for test-and measurement benches

- Calibration systems at ppm level, uncertainties, precision, ... .

Baggage handling system maintenance in Zaventem

- Knowledge of internal transport systems, aerial and floor conveyor systems;
- Organisational issues related to maintenance techniques of an airplane hub.

#### 5. Professional References

At request.

#### 6. Social and sportive activities

SERVICE CLUBS

- Kiwanis Antwerp International – assistance to scholar projects in DRC and Bangladesh ;
- Young Economic Chambers 'Jaycees' (President Region 'Antwerpen Rupel').

ECAM – University

- President of the student's club, and member of the University's Board.

MISCELLANEOUS:

- Tennis, photography/video, reading. Glider and Airplane licence in early days. Judo 1<sup>st</sup> DAN.