

Pierre LOGRE

Account Executive / Manager | Cloud & AI

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Customer-centric with 3+ years of B2B IT sales in Cloud, Infrastructure and SaaS - Retail and Public Sector segments.
Hybrid sales/tech profile, CSP / Software / AI Certifications (OVHcloud, Numspot, Dynatrace, Anthropic Claude) and RFP management.
Strongly engaged with customers to become a trusted partner to deliver on customer priorities

PROFESSIONAL EXPERIENCE

Sopra Steria | 2 yrs 1 month - Nov 2023 – Dec 2025 | Nantes, France

Account Manager – Infrastructure & Cloud Services · Retail / Public Sector (Apprenticeship)

- **Achievements: €650K+ revenue at ~18% growth margin**
12 contractors started in 2025: Technical Assistance full-cycle profile sourcing, contract steering and QBR facilitation.
- **CAIH public RFP responses won. Focused on healthcare-related responses in partnership with OVHcloud and Numspot.**
Drove outbound prospecting across Retail and Public Sector, generating 35 qualified leads from 500 targeted hospitals via cold calling

TGS France | 1 yr 1 month - Oct 2022 – Nov 2023 | Nantes, France

IT Solutions Sales Consultant (Apprenticeship)

- **M365 renewals management** for ~50 SMB clients; upsold cybersecurity, ERP, CRM and IT hardware (TD Synnex).
Drove multi-channel outbound prospecting (cold calling, email campaigns, LinkedIn outreach) and field client meetings, managing the full sales cycle from cold call to close and generating 80+ qualified leads

Atos | 6 months - Feb 2022 – Jul 2022 | Nantes, France

Junior Consultant – IT Strategy & Transformation (Internship)

- Supported ServiceNow ITSM implementations; contributed to Low-Code / Power Platform proposals; conducted technology monitoring on RPA and emerging cloud trends.

Metsys | 3 months - Jun 2020 – Aug 2020 | Nantes, France

Project Manager (Internship)

- Built and managed PowerApps capacity planning and business process applications using Scrum, ADKAR & ITIL; delivered end-to-end low-code solutions for internal business clients.

Gulfstream Communication | 4 months - Apr 2019 – Jul 2019 | Nantes, France

Digital Marketing Project Manager (Internship)

- Designed and delivered WordPress websites; defined SEO strategies and tracked campaign performance via Google Analytics.

CORE SKILLS & TECHNOLOGIES

Sales: Enterprise B2B · Full-Cycle Sales · Account Management · New Business Development · Pipeline Management · Public Tenders (CAIH) · Co-selling · QBRs · Presales Coordination · Negotiation · Partner Relations

Technical Basics: OVHcloud · Numspot · Dynatrace · Python · JavaScript · PHP · Vue · ReactJS / React Native · Flutter · PowerApps · ServiceNow · WordPress · SEO/SEA · Google Analytics

Languages: French (Native) | English (Upper-Intermediate – B2+ – EF Cambridge Immersion, Jun 2026)

CERTIFICATIONS

- OVHcloud Partner Certified – IAM, IaaS, PaaS, Enterprise (2024)
- Dynatrace Partner Sales Certified (2024)
- ANSSI SecNumAcadémie (2022)
- Claude 101 – Anthropic (2026)
- AI Fluency: Framework & Foundations – Anthropic (In Progress)
- Building with the Claude API – Anthropic (In Progress)

EDUCATION

- Language Immersion English – EF Cambridge, UK (Jan–Jun 2026)
- MSc Business Engineering – Euridis Business School, Nantes (2023–2025)
- BSc Sales & Negotiation – Euridis Business School, Nantes (2022–2023)
- Digital Transformation – Epitech Digital, Nantes (2020–2022)
- Digital Marketing – WIS School, Nantes (2018–2020)

INTERESTS

- **Handball · Motocross**
- **Freelance web development** (portfolio: pierrelogre.com, client site: gazyandco.com)