

JULIEN FONTIGNIE



Eager Operations Manager

I like to enable everyone to do their job better, with more confidence, with more success. And being able to take on challenges that take me out of my comfort zone, to take the company beyond its goals.



 julien@fontignie.be  +32 474 44 56 92  Wommel, Belgium



EXPERIENCE

COO  2011 – Ongoing  Brussels

Raincode

Managing operations. Supervising HR, Legal, Finance & Marketing departments. Having built a small company into a major player in its field.

- Running the daily business ;
- Organizing and structuring the company's departments and engaging up workers across 7 countries on 3 continents;
- Analyzing the processes and mapping out bottlenecks;
- Achieving a 5-fold increase in turnover;
- Maintaining high margins while transforming a service company into a licensing company

Marketing Officer  2010 – 2011  Brussels



Dun & Bradstreet

Creating, coordinating and managing campaigns and leads for D&B Belgium with Salesforce.com & Eloqua CRM tools

Campaign Specialist  2008 – 2010  Brussels



Proximus

Developing and managing CRM & campaigns for Proximus (B2B). Improving and extending the cross departmental campaign management processes to increase customer experience via automatization.

Communication officer  2007 – 2008  Brussels

Fortis

Developing internal & external communications within the Technology & Operations department (10k+ employees)

System Engineer  2005 – 2007  Brussels

Fortis

Creating and supporting a coherent system across the Fortis Group and setting up a decentralized support team in several countries.

PERSONAL FACTS

I'm [married](#) to a lovely woman, and we have [two](#) wonderful young [boys](#). My [dog](#) is a 12 years old Irish terrier.

I love to ride my [bikes](#): to school with the kids; to work through the city; or alone in the country off the beaten track.

I am the proud owner of a '72 convertible VW [Beetle](#) (especially when the engine starts up).

I'm a Belgian style [comics](#) reader. My favorite movie is... well, I have a long list of favorite [movies](#). Same for [books](#). I like Sci-fi, but not fantasy. I'd rather escape in battleships than in woods among witches.

I'm delighted by the mountains, both in winter and in summer. [Skiing](#) or [hiking](#), with my wife, children and dog.

LIFE PHILOSOPHY

"Let's make it happen"

MOST PROUD OF



Being able to open an efficient Indian subsidiary from scratch



Holding the same cool ambiance even with 3 times more colleagues



Keeping hiring smarter and more suitable people than I am



Finding ways to implement complex solutions at customer's



Keeping the company profitable even during COVID crisis

EDUCATION

2021
2021
2014
2014
2003

[Solvay Brussels School](#) – Executive Master in Management (Brussels, BE)

[MIT](#) – *Entrepreneurship Development Program* (Boston, MA, USA)

[HERS](#) – *BS in Computer Science* (Liège, BE)

LANGUAGES

French Mother Tongue

English Fluent

Dutch Intermediate

STRENGTHS

Passionate, efficient, entrepreneur, curious, problem solver, positive, reliable, motivated