



SYLVAIN HUOT - Canada & Thailand

A seasoned International Business Executive with over 30 years of experience across IT, Software, OEM, Consulting, and Healthcare. You leverage a unique blend of strategic thinking, field execution, and relationship building to unlock team potential and drive business growth, enhancing competitiveness and fostering new revenue streams.

Experience Highlights

- **Industry Expertise:** Deep knowledge of selling value-based solutions, addressing sales & marketing alignment, and commercial process optimization across various sectors. This includes expertise in Software (eHealth, eGov, LMS, CRM, BI), Digital Transformation, Professional Services & Consulting, with a focus on Telecom, Banking, Healthcare, Distributors, Aviation, and Government clients.
- **Leadership & Team Development:** Adept at leading and developing high-performing sales, marketing, customer support, and administration teams. Proven ability to manage channel partners, drive change initiatives, and improve sales performance to capitalize on new market opportunities or niche developments.
- **Global Exposure:** Holding a master's in international management (HEC Lausanne & Cranfield, UK), combined with a successful track record within startups, SMBs, and complex global organizations spanning North America, Latin America, Africa, Europe, and Asia.
- **Strategic Mentoring & Coaching:** Skilled in guiding teams through strategic planning, sales process optimization, pipeline management, and fostering a culture of stakeholder engagement, alignment, and satisfaction.

Certifications & Skills

- EMCC Global accredited team coach
- Fluent in French and English, with basic proficiency in Thai



EXPERTISE WITHOUT BORDERS!

**NEXUM GLOBAL BUSINESS ACADEMY
STRATEGIC EXECUTIVE ADVISORS PROFILES**

Mission Statement

"My mission is to empower all types of international, regional, and cross-functional business teams, including those transitioning from established management teams to focused task force teams. By unlocking their collective potential, I propel them towards greater engagement, innovation, efficiency, and value creation for their stakeholders. This ultimately leads to enhanced business competitiveness and success."