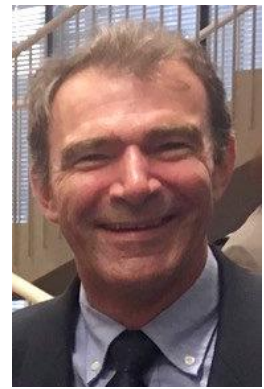


JEAN-LUC PETIT

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Born on Augustus 18, 1963
Married, 3 children
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PROFESSIONAL OBJECTIVES

Finance, legal and administration manager / director within a SME environment

PROFESSIONAL PROFILE

Multipurpose and experienced specialist in corporate finance and operational activities in SME's (finance, human resources, legal, corporate IT and administration). Great adaptability in constantly changing environments, openness to new technologies, solution-oriented pragmatic, listening skills and human approach to challenges within the company, point of trust in the company.

PROFESSIONAL EXPERIENCE RESUME

Finance supervisor, HR, Admin, Regulatory and Legal Officer and Director of IP Nexia n.v., company manager of Unified Telecom bvba, Sysnetsud sprl and Phonext SA. Member of the Board of Director.	06/2013 – 06/2018
Finance and Admin Director and Operating Officer, Toledo Telecommunication SA, company manager of Sun Telecom bvba. Member of the Board of Director.	11/2006 – 06/2013
General Manager of Phone-plus sprl, member of the Board of Director	12/2004 – 12/2008
Finance and Admin Director of Phone-Plus sprl (Telecommunication Company)	01/2003 – 12/2008
Factoring Manager, at D'Ieteren Services sa/nv (Coordination centre)	08/2002 – 01/2003
Credit & Collection Manager at Worldcom sa/nv (Telecommunication operator)	03/1999 – 08/2002
Credit & Legal Manager for Ace Factors sa/nv (Factoring Company)	03/1991 – 02/1999
Lawyer in charge of civil and commercial law (Belgian Ministry of Justice)	08/1990 – 03/1991

LANGUAGES

French as mother tongue; fluent in Dutch and in English

EDUCATION

Post-graduate Degree in Financial Management, HEC St Louis: (distinction).	June 1993
Law Degree (UCL): economic and social program (company law).	June 1989

OTHERS

Computer knowledge: Apple and Microsoft tools (excel, word, power point.) and different accounting softwares (Proacc, Efas, SAP/Fico)

Military duty: Lawyer detached to the Government at the Belgian Ministry of Justice,

Aide à l'Enfance a.s.b.l., external auditor and treasurer,

The Oldfaithfull a.s.b.l., statutory Chairman and treasurer.

Sports: soccer, tennis, jogging

DETAILED PROFESSIONAL EXPERIENCE

1 November 2006 – June 2018: Finance supervisor/ Legal and Regulatory Officer - IP NEXIA sa (43 headcounts to 20)

1.1 June 2013 – June 2018: Finance supervisor / Legal & Regulatory Officer (Until June 2018, company manager of Sysnetsud and Unified Telecom)

- Supervising Finance & management of HR/Admin activities,
- Corporate finance management,
- Management of legal and regulatory activities,
- Reporting to the company's management council,
- Project owner: ISO and RGD.

1.2 November 2006 – June 2013: Finance and Admin Director and Operating Officer - Toledo Telecommunications SA (Until December 2008, company manager of Phone-Plus, Phonext and Sun Telecom)

- Management of operational activities: supervising 27 persons,
- Management of finance, billing, corporate IT, switching, customer care and admin activities,
- Reporting to the company's management council.

Major achievements

New businesses opportunities (merger by acquisition, due diligence and customer database), merger of Phone-Plus, Sun Telecom, Sysnetsud, Unified Telecom and Toledo's teams in one legal, accounting and organisational entity, Implementation of new ERP (budgeting and analytical accounting).

2 January 2003 – December 2007: General Manager - PHONE-PLUS sprl (25 headcounts)

2.1 December 2004 – December 2008: General manager and company manager

- Responsible for the go-to-market strategy, commercial and general management and financial results,
- Maintain an organizational structure and staff to ensure that goals and objectives are accomplished,
- Oversee the operations reporting back to the company's management council,
- Manage the Multi Level Marketing sales organisation and develop new sales channels,
- Manage annual budgets and perform periodic cost and productivity analyses,
- Planning, developing and implementing strategies for achieving sales objectives.

Major achievements

Increase EBITDA 2005 to 300% in a highly competitive market,
Downsize and merger Phone-Plus's team in Toledo organisation.

2.2 January 2003 – December 2004: Finance and Admin Director

Finance:

- Member of the company's management council,
- Internal an external monthly and yearly reporting,
- Management and follow-up of budgeting and forecasting processes,
- Management of accounting processes (day-to-day, monthly, quarterly, yearly closing, V.A.T., taxes...),
- Effectively manage "cost control" through structured cost reduction programs,
- In charge of relationship with external and internal auditors,
- Manage relationship with bankers and follow-up of cash-flow,
- Insurances and fleet management.

Administration:

- Re-organisation and development of efficient structures (in-house and outsourced),
- Control and follow-up of billing, admin and operational processes,
- Manage new and existing suppliers process,
- Human resources and IT management,
- Legal counsel,
- Pricing policy.

Major achievements

Keep yearly bad debt provision under 1% of turnover in a highly competitive market,
Implementation of new integrated billing and admin software (Artidium) within 2 months.

3 August 2002 – January 2003: Factoring Manager - D'IETEREN SERVICES SA/ NV (35 headcounts)

- Management of a factoring department (collection, accounting and litigation processes): supervising 15 persons,
- Active reporting to internal and external customers,
- Handling of all relationships with lawyers, external collectors and customers for contracts issues,
- Reorganisation within the department and implementation of SAP/FICO.

4 March 1999 – August 2002: Credit & Collection Manager - WORLDCOM SA/ NV (from 35 to 250 headcounts)

- Implementation of an active Account Receivables management (customer payments, credit check and follow-up, bad debt, contracts...) in a SAP/FICO environment,
- Creation and development of the "Credit & Collection Department"; supervising 6 persons,
- Management of accounting and reporting for Account Receivables,
- Handling of relationships with lawyers, external collectors and customers for payments issues.

Major achievements

Implementation of new integrated accounting software (SAP/Fico).

5 March 1991 – February 1999: Credit and Legal Manager - ACE FACTORS SA/ NV (25 headcounts)

- Legal advice to the Managing Director, member of the Credit Committee and legal representative of the company,
- Member of Management Team and Belgian Association of Credit,
- Financial counsel in strategic development (new markets, new products, organisational improvements...),
- Management and development of Credit Department: supervising 2 persons,
- Management of credit analysis for customer and debtor,
- Management of employee administration.

Major achievements

Development of contract archiving system,
Creation of an automatic processing of credit analysis and review.