

Loïc Formont

Head of Presales



About

- Born in 1985
- loic@formont.fr
- loic.formont.fr
- pouc
- download this cv

Sales/PreSales core skills

Master

Discovery Presentation
Demonstration
Value selling
Solution Design
POC/POV building RFx
Workshop animation
CCS/MEDDPICC

Management skills

Intermediate

Delegating Feedback
Team animation
Evaluating
Transmitting knowledge
Relationship building
Decision making
Planning and organizing

Communication skills

Intermediate

Process Communication Model
Active listening
Public speaking
Objection handling

BI skills

Master

Datawarehousing
Datalake Data modeling

Summary

Head of Presales & PreSales Senior Solution Architect, dedicated father of two. Team leader, passionate by management, love for customer success, combination of business value finder, solution builder, sales rep wingman, API addict, innovator and many other things.

Experience

Astran

09/2023 - Present

Head of Presales (1 year, 2 months)

Took leadership of the Presales practice composed of 1 SE. Reported to 1 of the Founders and in close contact with Marketing and R&D to bring Presales best practice on Enterprise customers. Took leadership of the CSM Practice to ensure the success in Astran's deployment for our existing customers.

- Cooperated with the founders to renew existing customers and close new business
- Documented Presales processes in Notion
- Helped define the company strategy and participated in the company pivot
- Worked closely with the R&D (dev & PMs) to build and fix the product
- Secured multiple enterprise account deals

Toucan

10/2021 - 08/2023

Head of Presales (1 year, 11 months)

Gradually recruited 4 SEs (2EU/2US) + 1 intern (EU) to build & run an effective Presales practice. Reported to the VP Sales and in close contact with Toucan ExCom (CxOs) + Head of BDR, CSM, Ops & Care to bring global vision and solutions to customers, the Sales team & to all other Toucan teams. Created and documented the Presales approach, mindset, processes & transmitted love to talented & skilled AEs/SEs while learning a lot from them. Implemented presales activity management & monitoring tools for operational activities. Kept operational presales activities on multiple deals because it was needed but also because I love my job.

- Cooperated with talented AEs & CSMs to close 6 digits new biz & upsell/xsell deals
- Set up presales management tools like Notion, Zapier, Salesforce + sales & presales monitoring to follow key extended sales team metrics
- Scaled the Presales practice up
- Closely managed the SE team and then progressively rendered them autonomous to enable them to display incredible presales performances
- Handed deals over to the onboarding/partner/PS/CSM teams to ensure customer success
- Touched 58% of new ARR as a team
- Built core ICP demos to support Product Marketing and Sales teams

Toucan

02/2021 - 10/2021

Senior PreSales Solution Engineer (8 months)

Joined as the first Presales and supported the EU sales team (12 AEs) on my own. Used Data Storytelling to enable everyone to understand their data and take better decisions. Reported to the VP Sales to bring solutions to customers, the Sales team & to all other Toucan teams. Created the Presales approach at Toucan. Understood & adapted to the Scale Up mindset.

- Ramped up on the messaging + product in 1 month & supported a team of 12 AEs on my own for 8 months
- Closed my first deal after 3 months
- Built the Presales practice

Qlik

03/2012 - 02/2021

Senior PreSales Solution Architect (8 years, 11 months)

Started as a PreSales for the OEM french market, then moved to mid market and strategic accounts. Part of a team full of talented individuals that complete each other. I love working in tandem with sales reps to define a common and consistent sales+presales approach for challenging accounts. I enjoy solving challenges, playing with data and with APIs. My strenghts are on deals where volume, architecture, data modeling, integration, API usage or any other technical aspect can be challenging.

Data Storytelling ETL

*OLAP

Languages

Master

C/C++ C# Java

NodeJS/NPM Shell

HTML/CSS/JS Python

Qlik skills

Master

Set Analysis

Application design

Advanced scripting

Extensibility

Architecture

Architecture skills

Intermediate

High Availability

Networking

Virtualization Docker

Kubernetes Storage

Cloud platforms (AWS & Azure)

Languages

French

English

Interests

FPV quadcopters

FPV

drone

Betaflight

quad

FrSky

Trecking

Sleeping bag

tent

discover

walk

people

diversity

Other distractions

Guitar

piano

photo/video

Poi

Ski/Snowboard

- Speaker for up to 300+ crowds during marketing events.
- Designed, built & operated the 20+ servers AWS+Azure presales demo platform for french Qlik PreSales.
- Innovated & got awarded.
- Cooperated with talented sales reps to close 7 digits deals
- Swat teams member (Insight Bot, Qlik Sense on Kubernetes, Qlik Catalog)
- Close & trusted relationship with R&D, PM, GEAR & support teams for field feedback

Capgemini

10/2007 - 03/2012

BI Consultant (4 years, 5 months)

Started as a BI functional consultant, moved to an MSBI advanced consultant and ended as a QlikView expert consultant

- Functional leader for a 2y datawarehouse build (6 consultants)
- Technical leader of the Global BI Capgemini internal platform

Education

Ensimag

10/2004 - 06/2007

Grenoble (France)

MS. Computer Science and Applied Mathematics

Graduated with great honors

- Data Algorithms
- Optimization
- Statistics
- C
- C++
- ADA
- VHDL
- TCP/IP

Université Joseph-Fourier

10/2006 - 06/2007

Grenoble (France)

MS. Bioinformatics

Graduated with honors

- Biology
- Cell
- DNA sampling
- Metabolism
- Imaging

Awards

EMEA Unsung Hero of the Year

Qlik

Supporting the organization & individuals on new Qlik products in the shadows without taking credits.

EMEA Innovation Award of the Year

Qlik

Building a Qlik Sense log parser to extract lineage data that can be used in the governance dashboard.

EMEA Innovation Award of the Year

Qlik

Building a distributed map-reduce engine based on Qlik Sense associative single server engine.

World Innovation Award of the Year

Qlik

Inventing and building a new approach for Big Data @Qlik: On-Demand-App-Generation.

Publications

Comparison of anisotropic atomic motions in biological macromolecules

10/2008

PAMM

A compact and convenient graphical technique for assessing agreement between spatial atomic distributions in large molecules determined from alternate sources is presented. The procedure is available as downloadable software. (© 2008 WILEY-VCH Verlag GmbH & Co. KGaA, Weinheim)

