

# Ihssane Boudad

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*Languages: French, English,*

## PROFILE

Senior Manager with nearly 15 years of experience in Account and Bid management, Supply chain and Project management for Hardware and Software product Development within the Aerospace and the Railways industries in North America, with recognized contribution to the business unit's strong growth. Proven leader recognized for his honesty, integrity and personal ethics. Ability to perform under high pressure and to achieve goals with high performance with the collaboration of his team and the transverse departments.

## EXPERIENCE

### Senior Bid Manager

2019

IEC Holden, Montreal

- Management of a global team of bid coordinators with the generation of all commercial proposals.
- Implementation of a robust bid management process with appropriate process gates.
- Responsible for the setup and execution of the bid process.
- Main customer interface for presenting and negotiating proposals.

### Key Account Manager

2015 – 2018

CS Communication & Systems, Montreal

- Managed and grow the aircraft engine business line of the company with existing customers
- Managed all commercial aspects of recurring and new business with current customers
- Represented CS Canada during commercial meetings, events and customer supplier conferences
- Worked closely with the senior management to resolve commercial disputes with customers
- Coordinated and led the preparation of all technical and commercial proposals for follow-on and new business with current customers (SOW, RFQ, PO)
- Validated pricing with CS Canada's Executive Committee.
- Prepared capture plans and/or business plans for identifying new business with current customers.
- Monitor customer satisfaction, discuss upcoming opportunities and gather competitive intelligence.

*Achievements: Grew the major account of CS (30% of the revenues) by 15% every year for 3 years*

### Bid Manager

2007 – 2015

Alstom Transport, Montreal

- Led all bids & proposals activities from issuance of RFP (Request for Proposal) to the Post-Mortem analysis after proposal deposit.
- Defined, led and managed a Tender team (5 to 10 people)
  - ✓ Assign clear and appropriate targets to the Tender Team members.
  - ✓ Provide day to day leadership to the Tender team
  - ✓ Identify and resolve all issues within the Tender team.
- Identified compliance/non-compliance of proposal versus customer requirements and internal product strategy.
- Led and managed all cost aspects of the tender (5 to 15 M\$).
- Delivered a winning bid with accurate commitments in a timely manner and within the defined tender budget.

*Achievements :*

- *Obtention of the High-speed trains contracts in Morocco and Saudi Arabia, several tramways contracts in cities of France and Algeria.*

**Delivery Manager**

**2005-2007**

Airbus, Casablanca, Morocco

- Managed the production planification and the deliveries of several workshops:
  - ✓ Composite for the Composite Aquitaine and Eurocopter customers.
  - ✓ Doors of the Airbus A320 and A340 range.
  - ✓ Seat of several airline companies
- Took in charge the improvement of key indicators such as On-Time Deliveries (OTD)
- Developed strategic plans for medium and long-term issues: Industrial and Commercial plan (PIC), Master production schedule and Workload management schedule.
- Prepared and present the weekly reports to the upper management.

*Achievements : On-time deliveries with 97% of performance achieved*

**Transfer Project Manager**

**2004-2005**

MATIS Aerospace, Morocco

- Led the production transfer of electrical harnesses for the Airbus A320 program from a production site in Mexico to Morocco.
- Established the project milestones by elaborating an accurate planning and an optimized budget.
- Coordinated the work of the project teams from the original production site to the destination production site.
- Provided reports to the Pilot committee in France.
- Mastered the advancement in terms of quality, costs and delays.
- Redacted and distributed the reports and arbitrage in cases of litigation.

**EDUCATION**

**Master of Science (M.Sc.),**

**2003**

Discipline: Electrical Engineering

Institut National Polytechnique de Grenoble (INPG), France

**Higher School Preparatory Classes (Mathematics, Physics),**

**2000**

2 years intensive preparation for french top engineering schools,

Classes preparatoires aux grandes écoles (CPGE)

**SOCIAL IMPLICATION**

**Internal Students Communication manager, INPG student office**

**2001-2002**

- Use all media supports to target the city of Grenoble for cultural and sports events.

**ACTIVITIES AND INTERESTS**

- Interest and readings in personal development (PNL session, nonviolent communication, ethical and responsible leadership, conscious breathing).