

Brian FRAVAL (brian@fraval.org)

Web System Development Manager at Free SAS

brian@fraval.org

Summary

10 years of experience in Telecommunications and IT Services fields, with a focus on Customer Management and Revenue generation Processes (Sales, Revenue Assurance, Billing, Credit Management, Customer Administration, Quality).

Management :

Project Management in highly complex international organizations.

Project and development team management.

Experience leading a high performance team.

Strong interpersonal and relationship building skills conducive to team development.

Ability to manage time in high activity, high transaction environment.

Ability to work independently and manage multiple projects simultaneously.

Ability to easily adapt to change and is keen to take on new challenges.

Strong ability to motivate, lead and work as part of a team.

Confident, competitive, thorough and tenacious attitude, highly motivated, action-orientated.

Presentation / Relationships :

Is an enthusiastic communicator and easy in making new contacts.

Excellent presentation skills and experienced public speaker.

Outstanding written and oral communication skills.

Negotiate strategic relationships with partners.

Manage and upsell relationship with partners.

Excellent partner management skills and ability to build long-term relationships.

Sales / Analytics :

I have a real passion about the search engines technologies, as well as the natural referencing.

Increase sales by the natural referencing.

Understand customer needs and requirements with regard to web marketing or media practices and analyzing them with web analytic.

<http://brian.fraval.org/cv/brian.en.html> (english)

<http://brian.fraval.org/cv/brian.html> (french)

Specialties

Programming experience in C/C++, ADA 95

Scripting experience in JavaScript, PHP, Perl, Python

Hands-on experience in UNIX or GNU/Linux system administration and shell scripting (Bash, Korn Shell)

Detailed knowledge of HTML, XML/XSLT, SOAP, HTTP, FTP, SSL, DNS, TCP/IP

Working knowledge of relational database administration (MySQL)

Experience troubleshooting Internet and networking-related issues

Experience

Web System Development Manager at Free SAS

January 2009 - Present (1 year)

3 recommendations available upon request

Lead developer Signup/Selfcare at Telecom Italia France

July 2005 - December 2008 (3 years 6 months)

38 recommendations available upon request

Software development engineer at Tiscali

July 2002 - July 2005 (3 years 1 month)

2 recommendations available upon request

Software development engineer at Libertysurf group

July 2000 - July 2002 (2 years 1 month)

2 recommendations available upon request

Education

DIF Telecom Italia : The team manager - A Project Manager.

HR Valley - <http://www.hrvalley.com/>, 2007 - 2007

CNAM - Conservatoire National Des Arts et Métiers

Systems Engineer/Information Systems Architect, October 2002 - 2005

Activities and Societies: Réseaux et communications,

Méthodologies des systèmes d'information,

Génie logiciel,

Valeur d'accueil et reconversion en informatique.

BTS Assistant de Gestion PME-PMI

September 1996 - June 1998

Activities and Societies: Association des Comptables Enseignement,

Ima-informatique,

Interests

search engine, data mining, new technology, extreme programming, professional networking

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45 people have recommended Brian

"Don't hesitate a second to work with Brian ..."

— **Allaoua Bouabdallah**, *Projects Manager, Tiscali*, managed Brian indirectly at Tiscali

"J'ai travaillé dans la même entreprise que Brian entre 2006 et 2009. Brian a toujours été une personne fiable et responsable, tant dans son travail que dans ses rapports avec ses collègues. Je lui souhaite bonne continuation."

— **Marjorie Hébert**, *Chargée de formation, Telecom Italia France*, worked with Brian at Free SAS

"Brian is a hard working and very reliable development manager as he masters Web systems. I endorse him with no reservations."

— **Wafaa Essaid El Feydi**, *Business Project Manager, w-HA (Groupe France Telecom)*, was with another company when working with Brian at Free SAS

"I worked a few years with Brian. He has a very good expertise of software development and system architecture. Brian is always available to help his colleagues."

— **Michael Bascou**, *Oracle Database Administrator, Telecom Italia*, worked directly with Brian at Telecom Italia France

"I worked with Brian with great pleasure. He is open-minded and enjoyable, yet really skillful and efficient. His ability to mix technical abilities and management with great communication skills makes him a very precious collaborator."

— **Helios de Creisquer**, *System & Network Engineer, Telecom Italia France*, worked with Brian at Telecom Italia France

"D'un esprit ouvert et curieux, Brian a su développer au-delà de ses excellentes compétences techniques, une forte compréhension des problématiques marketing. Professionnel, rigoureux et particulièrement efficace dans les projets d'envergure, il est également agréable et facile d'accès au quotidien. C'est avec plaisir et confiance que je retravaillerais avec Brian sur des projets techniques comme à forte orientation marketing."

— **Julie de Saint Blanquat**, *Senior Project Manager, Telecom Italia France*, worked directly with

Brian at Free SAS

"I had the opportunity to work with Brian for a few months. That was enough for me to keep a very good impression on his human and professional qualities, his sense of responsibility, his ability to lead and motivate his team and his high technical skills."

— **Moussa Chahine**, *VoiceXML Platform, Telecom Italia SA*, was with another company when working with Brian at Telecom Italia France

"Brian is very nice person to work with, calm and focused on objectives. It has been a great advantage to have Brian with us at Telecom Italia France."

— **Damien Debin**, *IPTV R&D Manager, Telecom Italia France*, worked directly with Brian at Telecom Italia France

"In a time, for us, of confusion on certain Internet problems, Brian knew how to be a real support, clear, precise, competent and on which we were able to count confidently. And we made a success, with him. The skill, doubled by the honesty and by the real passion for its professional world, such is Brian."

— **Frédéric Saint-Sardos**, *VP Media & Contents, Telecom Italia*, managed Brian indirectly at Telecom Italia France

"I'm happy to recommend Brian. He was a very good team director and a technical reference, he was able to maintain a high quality assessment for his team development. Moreover, the sociability of Brian is also a characteristic who makes him a very appreciated colleague so I do not hesitate to recommend him."

— **Cyril Ferey**, *Responsable équipe développement, Telecom Italia*, worked with Brian at Telecom Italia France

"Brian is one of the most skilled LAMP developer I know. But he is also a great project manager who worked on some of the most critical applications of TI."

— **Arnaud Carrer**, *Services engineering manager, Telecom Italia France*, worked with Brian at Telecom Italia France

"Whatever the challenge, you can trust Brian to make things work, the way it should !"

— **guillaume boucher**, *Ingénieur Système & Réseau, Telecom Italia*, worked with Brian at Telecom Italia France

"Brian Fraval est toujours disponible pour nous faire partager ses connaissances et conseils avisés sur des sujets pointus. Il est aussi très ouvert et n'hésite pas à consacrer un peu de temps à des dossiers susceptibles d'être développés à plus ou moins longue échéance."

— **Gabrielle Carta**, *Project manager, Telecom Italia*, worked directly with Brian at Telecom Italia France

"Brian is methodical and rigorous and he has good technical skills. Also he has very good knowledge on web software architecture dans programming."

— **Samba NDAO DIOP**, *Admin sys & network, TISCALI Telecom*, worked directly with Brian at Telecom Italia France

"Brian is more than a pragmatic technical member of the IT department. Indeed, he knows the "how it works" and the "how to do", but he has also this comprehension of the business he works in. This is one the numerous qualities you can professionally find that made him THE guy you have to work when you're in the sales department."

— **Laurent T. Abiteboul**, *Responsible for Software Developement, Telecom Italia France*, managed Brian at Telecom Italia France

"Brian is not only an expert in linux development technologies, he is also highly committed towards business objectives. He has coped with several difficult challenges in my team for years, with always great professionalism."

— **Olivier Urcel**, *CIO, Telecom Italia France*, managed Brian indirectly at Telecom Italia France

"Brian has demonstrated excellent technical and listening skills."

— **olivier duthil**, was Brian's client

"Brian est un excellent professionnel, qui a de grandes qualités humaines. Expert dans son domaine il est ouvert aux problématique de design, d'usabilité et d'accessibilité."

— **Matthieu Desjobert**, *Creative director, Tiscali France*, worked directly with Brian at Telecom Italia France

"Brian is that kind of person that knows how to lead people of his team to acheive their job the fastest and the best ways."

— **Michel Nomichit**, *System Administration Manager, Telecom Italia France*, worked with Brian at Telecom Italia France

"Brian has a global view on a developpement project. He's able to code in different languages on Linux/Windows systems effectively. He's able to manage deadlines for wanted projects by the marketing. It's a good experience for me to work in his team, mainly developping selfcare and signup at Telecom Italia."

— **Boris Proud**, *Tests Engineer, Telecom Italia France*, worked directly with Brian at Telecom Italia France

"Brian is a team leader for the Web Customer signup and Selfcare team. Brian always ensured quality work, is very reactive and often offer new innovative technical solutions in order to get the job done efficiently. Also Brian is always ready to listen when there is a project issue, and proposes good advice."

— **Hervé Cortada**, *Senior project and organisation manager, Telecom Italia*, worked with Brian at Telecom Italia France

"Brian is dedicated team leader with a wide area of technical skills. He and his team build excellent products in no time thank to an simple but efficient framework. I recommends Brian as a very good leader and also a skilled and passionned developper. He is also a nice person that people wants to work with."

— **Benoit Artuso**, *Software engineer, Telecom Italia*, worked with Brian at Telecom Italia France

"I worked with Brian for 3 months. He is a great colleague and very hard worker."

— **Salvatore Soldatini**, *ING., TelecomItalia S.p.A.*, was a consultant or contractor to Brian at Telecom Italia France

"Brian est un développeur assez actif et ouvert ayant des qualité de management affirmées."

— **Herimamy RATEFIARIVONY**, *web designer Ingeneer, Tiscali France*, worked directly with Brian at Telecom Italia France

"Brian is a reliable and very efficient manager. His enthusiasm for new technology coupled with his sales driven orientation make him a challenging person to work with."

— **Falcon Elodie**, *Customer Loyalty Manager, Telecom Italia France*, worked directly with Brian at Telecom Italia France

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— **Severine Maire**, was Brian's client

"More than a coworker at Abc Arbitrage during 1 year, Brian is also a good friend. I like to exchange my point of view with him about IT technologies. By my point of view (we were involved in few projects together), skills of Brian are the following : * IT technologies involved ; * clear and precise ; * high capacity of listening people and understanding needs of coworkers ; It's very easy to speak about IT with him as more than a job, it is a pleasure for him to learn/develop and go ahead new technologies."

— **Aurelien Diers**, *Software Engineer, Abc Arbitrage*, worked with Brian at Telecom Italia France

"De l'époque ou nous avons travaillé ensemble, je garde le souvenir d'un excellent développeur qui

a toujours su garder intact sa curiosité et sa passion pour l'informatique, ce qui est assez rare a ce niveau d'expérience. Il est devenu depuis un responsable d'une plate-forme sensible et stratégiques."

— **Ei Bachir HAMDOUNI**, *Development Team Manager, Tiscali France*, managed Brian at Libertysurf group

"Brian always comes up with clever solutions to sales requirements, is reactive and has a very good web expertise."

— **Stéphane CATALDI**, *Project manager, Telecom Italia France*, worked with Brian at Telecom Italia France

"I really value Brian's reactivity to implement high quality results under tight deadlines. He is contributing to the Firm's agility."

— **Olivier Gravelle**, *Marketing Vice President, Telecom Italia France - Alice*, managed Brian indirectly at Telecom Italia France

"Brian worked a couple of years in my teams. His work (as a developer) was always sharp and right on time. He always care about the recommendations and listen the customers' needs greatly. Reporting to me, he never cheats with what was ended or not, with is abilities and take care the objectives. He also writes good documentations, always tries to provide useful GUI (regarding to the customers' end-users), wants to learn new programming languages, understand complex systems and network architectures. Too bad he's not back again in my (new) team."

— **Christian Maisonnave**, *Project manager, Ceic LibertySurf Tiscali Alice Telecom Italia*, managed Brian at Telecom Italia France

"Brian is a strong, very skilled leader for the TI SASU portals development team. The result of his work is an attractive, customer-catching web site. Compliments!"

— **Nicola Attolico**, *Manager, Accenture*, was a consultant or contractor to Brian at Telecom Italia France

"Working with Brian has been one of the best experience of my (not short anymore) carrier. I found him very smart, serious, prepared and always available. His technical and managerial skills have been growing more and more in the last years too. I'm sure he'll get big success in his professional life."

— **Leonida Auriemma**, *Client Manager, Telecomitalia*, managed Brian indirectly at Telecom Italia France

"Trustworthy, consistent, and reliable, Brian has been delivering excellent results when working together. From concept to final output, Brian is able to have a broad view on Web issues. He

centralized all technical issues, always taking into consideration business objectives, to deliver creative and quick solutions, allowing to achieve great results in terms of customer acquisition. I highly recommend working with Brian."

— **Edgar Baudin**, *Web Marketing & Sales Director, Alice / Telecom Italia*, worked with Brian at Telecom Italia France

"highly professional"

— **Teva Choisnet-Teiti**, *Project Manager, Telecom Italia*, worked directly with Brian at Telecom Italia France

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— **François De Chabannes**, was Brian's client

"I worked 3 years with Brian and I am definitely in good position to maintain that he is one of the most professional and efficient persons I had the opportunity to work with. What I appreciate the most with him, beyond his technical competences which are not anymore to prove, is his capacities of proposition on pure marketing aspects, his ability to go over the technical and developer perimeters. He even managed to make me get interested in technics ! What's more he is a really pleasant persons to live and work with. Hope we will work again together in a close future"

— **Julien Valle**, *Chef de produit, Telecom Italia*, worked with Brian at Telecom Italia France

"Working with Brian is very easy because he's very patient, his availability to share information is a great quality. It's great to work with him. Highly recommended ! Always in the good mood !"

— **Frédéric Mourot**, *Senior Web Integrator, Telecom Italia SA*, worked directly with Brian at Telecom Italia France

"J'ai embauché Brian en 2000 pour m'aider dans le développement de la plateforme d'hébergement de pages perso à Chez.com. Ca a toujours été un plaisir de travailler avec lui. Brian s'adapte et apprend vite. Son investissement dans le travail, ses compétences et sa recherche constante de qualité en font, à mon sens, un partenaire de toute confiance. It was a real pleasure to work with Brian. He's skillfull and learns everything quickly. He is a clever, trusty partner."

— **Patrick Paysant**, *Web dev team leader, Tiscali France*, managed Brian at Telecom Italia France

"Working with Brian has always been a pleasure. I likes what he do and always try to increase his skills and to learn more. He is a very nice and conscientious colleague."

— **Marc Druilhe**, *web consultant and developer, w-agera*, was a consultant or contractor to Brian at Telecom Italia France

"Brian is a committed and easy-going person. I have always heard good feedbacks about him. He has been incremental in helping the whole team developped Chez.com."

— **Albin Serviant**, *Business Unit Director Chez.com, IBAZAR*, managed Brian indirectly at Telecom Italia France

"Very organised and aware of the different technologies. Providing an excellent work."

— **YANN AUDEGOND**, was Brian's client

"Brian is a skilled and curious developer. He's a really positive person: working with him is an enjoyable and easy task."

— **Bertrand Demiddelaer**, *Developer, Tiscali*, worked directly with Brian at Telecom Italia France

"Brian is much skillful lead developer with strong technical knowledge. He knows how to plan and how to manage the job skillfully. Brian is expert of OpenSource technology and its business applications too."

— **Fabio Volpe**, *Consultant CRM, Telecom Italia spa*, reported to Brian at Telecom Italia France

"Brian is an efficient colleague with whom I really appreciated to work during several months. He knows well what he can do and what he can't, so I've always felt in confidence with him."

— **Raphaël Rousseau**, worked directly with Brian at Libertysurf group

[Contact Brian on LinkedIn](#)