

François BOUTET

Married

3 children

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Professional expertise

Since 2012:

Owner/Manager UBTC France (www.ubtc.biz)

To distribute on French market

Partners: Everloc/PushnLoc (Bath accessories)

AirZip (Storage)

BellaCasa (Storage)

Daily (Over age helpers)

Since 2003 :

Owner/Manager START'HOME –Commercial Agency and Consulting.

To implement the commercial strategy.

To negotiate with the French distribution.

Partners: Alfaparf – Cosmetics – Hair and body care (Italy)

Kornbusch – Cleaning items (Germany)

Aqua-Select - Carafe filter (Germany)

Casabriko - Dryers – Ironing boards (Italy)

DMV – Everloc – Bath accessories (Swiss)

Ebnat – Dental brushes (Swiss)

Hammarplast – Plastic boxes (Sweden)

Tescoma – Kitechen tools (Italy/_Czech Republic)

Victorinox – Knives (Swiss)

Mat – Carpets (India)

Current clients : Auchan – BHV – Carrefour – Casino – Castorama - Cora – Findis –

Leroy Merlin- Monoprix - Les Mousquetaires – Sedao – La Redoute –Weldom

– Darty – But – Alinéa - Conforama – Ambiance & Style - ...

Consulting partners : Artweger(Austria) - Wenko(Germany) – Beligné – Blatt - Home

Spirit – Matous – Intrama – FNAPP – Carobois – Modian(Spain) –

Valdearcos(Spain) - Melody-Esseplast(Italy) – Enteco(Belgium) –

Coronet(Germany) - Pedrini(Italy) – Realco (Belgium)

Missions

Research of suppliers for French Distribution.

Research of French distribution channel for European manufacturers.

Consulting in management, formation and commercial strategy.

Achievements

Constitution of French distribution channel for European manufacturers

Implementation of commercial strategy of manufacturers

Meeting organisation of partners to all Distributors

Listing of partners in various Distributors

Listing Carrefour in Europe(France - Spain - Italy - Portugal - Greece – Belgium) for a&n&aaQualine

2000 - 2003 :

European sales manager, Hills Industries Ltd, household products (57M€).

1990 - 2000 :

Sales manager LEIFHEIT France (65M€), household products, 30 peoples.