



Neil MINKLEY

[My home address]

[My mobile number] - neil@minkley.fr

- **Master of Engineering in Applied Mathematics**, [ENSIMAG](#), Grenoble, 1971
- **Master's degree in Computer Science**, [University of Grenoble](#), 1970
- **Financial Development Program graduate**, Honeywell [Bull](#) (in-house training), 1979
- **Bilingual English/French**, good knowledge of German

Lecturer/Trainer Project Management – Localization – English

Software, multimedia applications, websites, content

Expertise in project management and experience in digital publishing for the general public and institutions (CD/DVD-ROM and websites): Managed over a 12-year period a multimedia production division at Hachette, in close relationship with numerous other parties (publishers, distributors, developers, graphic designers, Internet hosting and access service providers, website operators, computer manufacturers, communication agencies...).

Experience of institutional circles: Cooperated at Hachette with the French ministry of Education, teachers and researchers, French local government agencies and European organizations.

Knowledge of the computer and software industry: Worked for 12 years at Honeywell-Bull and for 10 years at Apple (managed services for software application developers, publishers and distributors).

Experience in managing multidisciplinary and multilingual teams, since 1979, at Honeywell-Bull, Apple France, Apple Europe and Hachette.

➤ **For complementary information:** search the web for "Neil Minkley".

Freelance activities since September 2007 for clients in various areas, including:

- ❖ **PROJECT MANAGEMENT:** **Ganaxa** (ganaxa.com), **IDM** (idm.fr), **InfoStance** (itslearning.fr), **Kayentis** (kayentis.com)
- ❖ **LOCALIZATION:** **Pearson/Fronter** (com.fronter.info), **PM Conseil** (www.p-m-conseil.com)
- ❖ **TEACHING/TRAINING:** **EPITA** (epita.fr/international/engineering-masters), **Université Paris 7** (univ-paris-diderot.fr), **Université Paris 1** (univ-paris1.fr)

HACHETTE LIVRE / MULTIMEDIA (Paris) _____ May 1995 – May 2007

Director, Multimedia Products Division

- ❖ Managed teams (of up to 30 persons) of editors, engineers and project managers for the design and development of multimedia CD/DVD-ROM and online products.
- ❖ Had overall responsibility for project planning, budgeting and execution: design, content creation, development, testing, product introduction planning, interfacing with Marketing, Sales and Support.
- ❖ Major products created (CD/DVD-ROM and/or websites): Hachette Multimedia Encyclopedia, Hachette Multimedia Dictionary and Atlas, Hachette-Oxford bilingual dictionary, range of 30 "Leisure & Lifestyle" products, series of 200 "Learning Objects" and related development tools.

APPLE EUROPE (Paris - La Défense) _____ 1987 – 1993

Support and Training Manager, Europe (1991 - 1993)

- ❖ Co-created and co-managed a Services business unit ("Apple Business Services").
- ❖ Devised and implemented strategy and plans for Support & Training of Apple partners & customers.
- ❖ Created and managed European competence centres (18 persons) and provided leadership for teams located in the subsidiaries (60 persons) dealing with technical consulting, pre-sales support, support of complex projects in large accounts, training (internal, partners, customers).

APPLE EUROPE: continued

Project Support Manager, Europe (1990 - 1991)

- ❖ Managed three teams of technical specialists (12 persons) in charge of training, technical and sales support for third-party software development and complex projects (networking, communications, integration of Apple products into IBM and DEC mainframe environments).

Developer Services Manager, Europe (1987 - 1990)

- ❖ Managed four teams (17 persons) in charge of funding and project leadership for third-party software development, developer training and technical support, technical and commercial relations with business partners, assistance to software publishers for marketing and distribution in Europe, organization of European developer conferences and exhibitions, and publishing of European newsletters for developers, publishers and distributors.

APPLE FRANCE (Les Ulis, Paris area) _____ **1983 - 1987**

Strategic Development Manager (1986 - 1987)

- ❖ Created and managed a team (6 persons) dedicated to fostering development and distribution of software applications to penetrate new markets.
- ❖ Managed a fund used to fuel "strategic" software development and publishing.

Product Marketing Manager (1986)

- ❖ Managed four teams (21 persons) in charge of product marketing for Apple II and Macintosh lines, software and documentation translation (localization), developer/publisher support and services.

Developer Services Manager (1983 - 1986)

- ❖ Created and managed a team (6 persons) covering promotion of the Macintosh to third-party software developers, developer training and technical support, technical and commercial relations with business partners, assistance to software publishers for marketing and distribution in France organization of conferences, publishing of newsletters.
- ❖ Participated in the launch of the Macintosh in France (September 1983 - January 1984).

HONEYWELL-BULL (Paris) _____ **1971 - 1983**

Large Systems Product Marketing Manager (1979 - 1983)

- ❖ Managed a team (6 persons) in charge of product positioning, pricing and introduction, sales and manufacturing forecasts, level-2 sales support for international markets.

Large Systems Product Marketing Consultant (1976 - 1979)

- ❖ In charge of market analysis, pricing, sales and manufacturing forecasting.

Large Systems Technical Support Engineer (1975 - 1976)

- ❖ Provided technical expertise on transaction processing and database management systems.

Research & Development Engineer (1971 - 1975)

- ❖ Participated in the design and development of an operating system for a new line of mainframe computers.

Access to my course material: [Project Management](#) – [Localization](#) – [Practical English](#)