

# Philippe Maubois

Hypnothérapeute - Coaching - Formation

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## Summary

Je propose des accompagnements personnalisés, en hypnothérapie, comme en coaching. 25 années d'expérience en entreprise m'ont permis d'acquérir les compétences et la sérénité nécessaires dans ma nouvelle activité. Mes pratiques sont l'hypnose Ericksonienne, l'EFT (emotional freedom technique), la reprogrammation par mouvements oculaires, la thérapie comportementale, de même que les outils de la PNL (programmation neuro linguistique). Mes domaines d'intervention sont la gestion du stress, les addictions (tabac, nourriture...), la confiance en soi, l'estime de soi, l'anxiété, les névroses diverses, le deuil, la séparation, les problèmes de couple... Je propose également mes compétences en conseil et formation, soit dans mes pratiques en thérapie, soit dans les domaines exercés auparavant (RH, ventes, management, leadership). Thanks to my different experiences in domains like technique, sales, marketing, HR and management, I propose today my expertise in coaching, people development, and brief therapy. Specialties: Business management, sales management, marketing management, HR management & development, Leadership trainer & coach, sales & major accounts sales strategy trainer & coach.

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## Experience

### **Thérapies brèves - Coach - Formateur at LogPatEth Consulting**

November 2011 - Present (4 years 1 month)

Psychopraticien en thérapies brèves. Certifié en hypnose Ericksonienne et EFT (emotional freedom technique), j'utilise, en outre, les outils des thérapies comportementales, de la PNL, et la reprogrammation par mouvements oculaires. Je forme et supervise à la pratique de l'auto-hypnose, de Hypnose Ericksonienne, et de l'EFT. Formateur aux ventes complexes et à la stratégie en grands comptes, de même que formateur en management et leadership. Référence: HP - Designjet market - Worldwide Formation de la force de vente mondiale aux ventes complexes pour le lancement d'une nouvelle imprimante de production grand format J'interviens aussi dans les grandes écoles pour faire des formations en vente ou management au niveau Master. Référence: INSEEC Bordeaux Intervention dans différents M2 en ventes complexes et en management

### **Directeur en Développement des Ressources Humaines at Océ France**

April 2010 - October 2011 (1 year 7 months)

Responsable pour le développement des employés à travers la mise en place de programmes RH comme la gestion des compétences et de la performance.

### **HRD Program Manager at Océ-Technologies B.V.**

March 2008 - August 2010 (2 years 6 months)

Development of a new competence and performance management approach. HR cycle optimization and implementation in OpCo's. Development of new sales and service roles to fit better to the today field reality. Development of a new performance analysis tool to assess the over or under performers. Management of several projects around people development and leadership.

### **Training Centre manager at Océ**

2003 - 2007 (4 years)

- Manage a training budget of 800 K€ - Management and coaching of 7 trainers + 2 administratives - Responsible of French OpCo Competence Management - Coordinator of French Speaking training for world wide - Skills trainer for sales and sales strategy - Management training in Leadership Programs

### **Sales Manager, Sales Trainer, Marketing Manager at Océ**

1997 - 2003 (6 years)

- 2 years in sales management in North and East of France, management and mentoring of 11 people during the periode. - 2 years in sales skills training + sales strategy, certified SPIN - 2 years to implement a new MKT structure and customer approach.

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## Publications

### **Guide de l'entretien annuel pour les managers**

<http://www.salaire-net.fr/model-entretien-annuel-manager> January 2013

Authors: Philippe Maubois

Aide précieuse pour aider les managers dans la préparation des entretiens annuels.

### **La vente Gagnante**

lulu 2010

Authors: Philippe Maubois

Un concentré des meilleures techniques commerciales

### **Le leadership d'Arthur**

lulu 2012

Authors: Philippe Maubois

Un concentré des meilleures pratiques en leadership

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## Projects

### **Performance management**

April 2010 to November 2011

Members: Philippe Maubois

Gestion de la performance, plus qu'une question d'activité ou de quantité. C'est parce qu'il est convaincu de ses capacités, de son potentiel, et de son savoir faire, que personne ne pourra empêcher un sujet d'atteindre l'objectif qu'il s'est fixé, pas même les freins internes à une organisation centrée sur ses processus...

## Honors and Awards

### **Océ Core Values Award**

2006

Accompagnement de 3 jeunes commerciaux durant 4 mois - Chiffre d'affaire X 10 (prospection à la Conclusion). CA généré > 650 K€ (plus de 30% marge).

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## Skills & Expertise

**Sales Management**

**Marketing Management**

**Coaching**

**Leadership Development**

**Performance Management**

**Account Management**

**New Business Development**

**B2B**

**Management**

**Leadership**

**Training**

**Strategy**

**Marketing Strategy**

**Solution Selling**

**Sales Operations**

**Team Building**

**Marketing**

**Employee Training**

**Sales Process**

**SaaS**

**Team Management**

**Negotiation**

**Management Development**

**Sales**

**Change Management**

**Personnel Management**

**Direct Sales**

**Organizational Development**

**Management Consulting**

**Human Resources**

**Executive Coaching**

**Recruiting**

**Key Account Management**

**Talent Management**

**Business Strategy**

**Salesforce.com**

**Team Leadership**

**Outsourcing**  
**Training Delivery**  
**Business Development**  
**Business Planning**  
**Blended Learning**

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## Education

### **Université Paris 8**

Licence, Psychologie, 2015 - 2016

Grade: L2 (objectif : Master en Psychologie Clinique)

### **EFH (Ecole Française d'Hypnose)**

Praticien, Psychology, 2013 - 2013

### **EFT Universe / APEC**

EFT Level 3, Psychology, 2012 - 2013

### **PRAXISA (Psychologie Générale)**

Psychologie appliquée, Psychology, 2012 - 2013

Grade: Psychologie générale

### **Mailleux Associates**

Coach / Consultant Disc, Psychology, 2012 - 2012

### **LEEGT Henri Brisson**

BTS électrotechnique, automatisme, 1981 - 1986

Grade: BTS Electrotechnique - Associate Degree

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## Honors and Awards

See on my site.

## Interests

People, Business, Training,Developping, Coaching, Mentoring, Golf, Archery, Software Developement,  
Music,Biking

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## Languages

### **English**

(Full professional proficiency)

### **French**

(Native or bilingual proficiency)

### **Dutch**

(Elementary proficiency)

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## 11 people have recommended Philippe

"Philippe a une approche fine et intuitive de l'être humain. Il a une réelle qualité d'écoute."

— **Michèle Elie**, was Philippe's client

"Philippe shows and shares very much his passion for his work. It is easy to perceive that he is willing to make something out of it in an HR area that is unfortunately often left aside by most companies."

— **Christophe Petit - Benopoulos**, worked with Philippe at Océ France

"Phille is a very open RH manager. He focused all his high skilled knowledge on the development the people. He is very pleasant to work with. He have a performance mind and know how to develop tool to manage and improve the team work and the management of the people. He provide a very good support for all manager attached to the effieience of team combined with a personnal respect. If you want happy employees and people growing up, Philippe will provide you all what you want to achieve that."

— **REVALLIER, Pierre Revallier**, worked with Philippe at Océ-Technologies B.V.

"Philippe and I worked together during my time at Candidate Manager. I had provided his organisation with a Software-as-a-Service offering, and one of Philippe's responsibilities was to ensure that Océ globally received best value from this relationship. I have to say I thoroughly enjoyed each and every interaction I had with Philippe, his congenial nature immediatly develops rapport, and belies his extremley business focussed nature. Commercial at heart, with interpersonal skills that most would be envious of, Philippe is a business professional of the highest order."

— **Joel Perera**, was with another company when working with Philippe at Océ-Technologies B.V.

"Philippe is like a TGV; very fast and efficient. He is super fast in getting a good understanding of whatever subject or problem you confront him with. He is solution oriented and practical. He has a good mix of conceptual and operational qualities. His strength is in the domain of Business Solutions; he has both technical and commercial competencies. It is a pleasure to work with him."

— **Frank Voet**, worked with Philippe at Océ-Technologies B.V.

"I really love working with Philippe. For his passion, humor, dedication, and knowledge. With a solid background and experience in Sales, Marketing and People Development, both as specialist and manager, he really knows what's going on in business. Philippe has a highly professional work style: first understand and create commitment about what needs to be achieved, then focus the energy on getting it done, result and quality driven. Always achieves or exceeds his targets and commitments in an ethical way. That's why I like working together with Philippe."

— **Karel Haan**, worked with Philippe at Océ-Technologies B.V.

"Philippe est un Manager organisé, adaptable et honnête. Au poste de Directeur de la Formation Océ, il a structuré, guidé et professionnalisé l'équipe de vente, à la fois exigeant et humain. En tant que collègue, j'ai apprécié son esprit constructif et ouvert, ainsi que son humour. Il est à l'écoute des hommes, ses actions se sont très rapidement répercutées par des évolutions notables de chiffres d'affaire."

— **Eric Smeyers**, worked indirectly for Philippe at Océ

"Avec Philippe il est rare que la montagne soit abrupte de tous côtés."

— **Francis CHEYLAN**, reported to Philippe at Océ

"Philippe & I worked together as colleagues for several years. Philippe has a very high level of passion, motivation and energy which is supported by a great understanding and experience of the subject of behavioural skills. He has helped people exceed their own expectations of themselves as a consequence of being involved in his programmes. Philippe is also an honest person; a quality that I admire."

— **Dave Bennett**, worked directly with Philippe at Océ

"I had the opportunity to benefit from Philippe's coaching. His natural energy and positive thinking helps people moving mountains. I strongly recommend him to fast paced, success oriented organizations that need to improve their sales in a competitive environment."

— **Stéphane Bossy**, worked indirectly for Philippe at Océ

"Philippe was my coach during 6 months. With his help i reach all my business objectives, and even beyond. The hardest the objectives are, the more concerned Philippe is."

— **Samuel VINET**, reported to Philippe at Océ

[Contact Philippe on LinkedIn](#)