



PHILIPPE DELANGHE

Principal Consultant

YEARS OF EXPERIENCE: 31

**IN-HOUSE EXPERIENCE : Leadership roles in the software and professional services sectors.
Focus on Sales and Marketing.**

CAREER

Philippe began his career as a computer scientist, member of a team working on the first driverless metro in the world. His interest for systems not being limited to computers but also encompassing humans and organizations, he decided to apply for an MBA, and then moved to sales management in an American computer company. His successes in complex sales led him quickly to international management roles, where he learned multiculturalism in business. Always passionate about technology he then performed international business development at Oracle, specializing in education products and services.

Fascinated by the new opportunities that the burgeoning internet was bringing in the late 90's, he joined a California-based start-up to start and manage their operations in Europe. This entrepreneurial experience led him to invest into an e-learning service company, which expanded quickly and was eventually sold to a larger competitor, where he was responsible for the complete P&L.

His last corporate assignment was Chief Marketing Officer of a leading European software vendor, where he was relentlessly focussed on digital transformation and innovation, both inside and with customers and partners.

Being in leadership roles in all sizes companies, from garage size to worldwide behemoth, deepened his interest in "what makes a company thrive and outperform competition?". He knows now that it's about people and alignment, starting with the leadership team. Innovation and technology do matter, but clear leadership and strategy execution focus are vital enablers. Which is why he loves the KRS Ignition method!

EDUCATION

Philippe has an engineering degree from Ecole Centrale de Lille and an MBA from HEC Paris.

OTHER ROLES AND INTERESTS

Philippe is an investor and advisor in two technology start-ups, and a workshop facilitator/speaker for Microsoft. Living by the motto "*mens sana in corpore sano*", he is an

avid marathon runner (PB 3:09). Science lover, he is self-taught expert in exercise nutrition and related myths debunker. He also plays music and has a tendency to be a compulsive guitar buyer. Philippe loves writing and has been blogging since 2012. Philippe and his wife have 4 grown-up children, which allows them to share their time between Europe and the US.