

# Pierre Debatty

Managing Director

## CONTACT INFORMATION

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## OBJECTIVE

International Manager with expertise in B2B electrical wholesale industry. Extensive background in Leadership, Sales, Marketing and Purchasing. At ease managing relationship with key Stakeholders (Customers, Suppliers, Employees and Shareholders). Used to pilot multiple sites and regions. Expertise in reporting and analysis. Outstanding presentation and leadership skills.

## EXPERIENCE

### Antwerp, Belgium / Venlo, The Netherlands

Jun 2022 - Present

#### Head of Business Unit

SLV BeNeLux

As Head of SLV BeNeLux, my mission is to :

- Take full P&L responsibility for SLV Belgium and SLV Nederland (30 empl., 30M€ sales)
- Work at integration of the two entities into a BeNeLux Hub
- Implement a new Management Team with clear reporting structure underneath
- Manage the SAP/SalesForce roll-out

### Antwerp, Belgium

Sep 2015 - Present

#### Managing Director

SLV Belgium

SLV (250m€, 650 empl.) is a German manufacturer of decorative and architectural Lighting, positioned on the mid-segment and selling B2B its products to electricians through a network of 17 subsidiaries partnering with local electrical Wholesalers.

As self-employed MD of SLV in Belgium, I was able to :

- Grow the business from 10M€ to 16M€
- Structure and coach the Team of 20 employees
- Reinforce relationship with key customers (Electrical Wholesalers)

### Antwerp, Belgium

Sep 2015 - Present

#### Founder & co-owner

Qwertz bv

Company set up with my wife to support our business activities (Management Services, Yoga&Pilates classes, webshop)

### Geneva, Switzerland

Sep 2010 - Sep 2015

#### Deputy Director

Rexel 3S

Rexel Strategic Suppliers Services is a Rexel HQ entity in charge of the International Cooperation Agreements with the top 40 Suppliers of Rexel Group. My responsibility was to develop the relationship between Strategic Suppliers and Rexel Subsidiaries across the Globe, to set-up and follow the yearly financial plan and participate to the medium term strategic plan.

The results delivered a direct and significant impact on the EBITDA of the Group.

Co-Management of the Team (6 empl.).

### Brussels, Belgium

Sep 2007 - Aug 2010

#### Purchase Director

Rexel Belgium

Management of Purchasing & Procurement Team (14 empl.), Supply contracts negotiation (200m€), Year-end rebates optimization, Sourcing development, Integration of acquired company.

Successful at launching a PV business from scratch (25M€ turnover after 2 years)

### Paris, France

Sep 2004 - Aug 2007

#### Group Suppliers Manager

Rexel HQ

Rexel is a worldwide leading Wholesaler of electrical parts, €14Bn turnover, 34.000 employees in 35 countries, listed on the Paris stock exchange.

As Group Suppliers Manager, I developed the Strategic relationship with Group Suppliers across Rexel subsidiaries worldwide in order to enhance Group profitability through year-end rebates optimization.

### Brussels, Belgium

Dec 2002 - Aug 2004

#### Deputy Purchase Manager

Rexel Belgium

Rexel Belgium is a leading Wholesaler of Electrical Parts, €150M turnover, 350 employees, Rexel Group Member.

As Deputy Purchasing Manager, I was in charge of managing the Purchasing & Procurement Team (10 empl.)

### Brussels, Belgium

Nov 2001 - Nov 2002

#### Contract Manager

Proximus

Worked within the Infrastructure Department. Cooperated with Mobile Network Engineers and Legal Counsels.

Negotiated the MMS contract with Ericsson until presentation and signature by the CEO.

### Brussels/Antwerp, Belgium

Dec 1999 - Oct 2001

#### Purchaser

Rexel Belgium

Worked at the integration of acquired companies at Purchasing side.

Rationalization of supplier portfolio, integration of teams.

Launch of private label offering for commodities products.

### Namur, Belgium

Jul 1996 - Nov 1999

#### Purchaser Cables & Conduits

Henri Gernay (acquired by Rexel)

Managed product offer : stock levels, replenishment...

Negotiated T&C's with suppliers. Developed international sourcing (Turkey). Implemented long term supply contracts.

### Ghent, Belgium

Apr 1995 - Jun 1996

#### Account Manager

Thermelec - Thesla

Sales of electrical heating and heat pumps directly to installers in South Belgium (Thermelec). Presence on Batibouw fair.

Launch of a electrical cables offer, incl. a revolutionary new range of pre-wired flexible conduits (Thesla).

## EDUCATION

### Lausanne, Switzerland

2014 - 2015

#### Strategic Program Execution

IMD

### Brussels, Belgium

1990 - 1994

#### Master Mechanical Engineering

ISIB

## LANGUAGES

### French

Native

### Dutch

Advanced

### English

Advanced

## SKILLS

### Leadership

Teamwork

### Strategic Insight

Problem-Solving