



Florian Abry

INSA VAE

Details

Josephsburgstr. 9
Munich, 81673
DE
+49 173 234 79 00
florian.abry@gmail.com

NATIONALITY

French

DATE OF BIRTH

30.09.1987

Languages

French

German

English

Skills

Communication
Adaptability
Leadership
Analytical Thinking Skills
Technologic Acumen
Holistic Thinking
Fast Learner
Computer Architecture
Communication Busses
FPGA
Real-time Programming

Hobbies

Music, Sound Engineering, Games,
Photography

Profile

Experienced engineer in electrical and industrial computer science, I have spend the past 10 years in customer facing and management roles around test, measurement technologies, automation and programming for industrial applications.

Employment History

Sales and project manager for Measurement systems, dataTec AG, Munich

JANUARY 2023 – PRESENT

- Responsible for driving sales projects around the modular measurement system business unit.
- Developing the Swiss business through planing, networking and sales activities
- Strategic communication to the suppliers
- Implementation of new business areas

Head of Sales - Modular Measurement, dataTec AG, Munich (DE)

APRIL 2021 – DECEMBER 2022

dataTec is a german distributor of measurement technologies solutions for the industry. I took over the leadership of the new business unit they created in 2021 to distribute "modular measurement technologies" (currently the portfolio of the constructor NI). My tasks are:

- Creating, managing, and expanding a team of sales engineers
- Accounting for revenue and growth of the business unit (current results: from 0€ to 25M€ in 24 months)
- Keep in touch and anticipate market trends to drive both the marketing strategy and the technical development of the engineers
- Opening and managing a new office in Munich
- Recruiting and developing talents
- Creating an international strategy for the business in Switzerland and Austria
- Owning a sales territory in western Switzerland and accompanying customers there on their innovative projects.

Inside-sales Engineer, NI, Munich (DE)

AUGUST 2018 – MARCH 2021

NI is a producer of automated test equipment and virtual instrumentation software. Common applications include data acquisition, instrument control and machine vision. My tasks were:

- Responsible for accelerating revenue within North-East Germany and West Switzerland with a Year-over-year Revenue of approximately 5M€
- Advising customer on the best system setup for their measurement and automation applications
- This covered a broad spectrum of customer applications:
 - Applied Research (Cancer cell analysis, modelisation of pipe condition through ultrasonic resonance...)
 - End-of-line tests (heart pumps, battery cells, packaging machines, LED displays...)
 - Validation tests (NFC payment cards, stress test for watch mechanisms...)
 - OEM (control and measurement units for sound cameras, calibration testers for watches...)
 - Simulation (hardware in the loop models for oil drills, military applications, autonomous driving...)
 - Publicly founded applications (coastal surveillance for the German marine, HF measurement units for the German intelligence agency...)
- etc...

This job especially passionated me for the close contact with new and innovative customer applications.

Application Engineering Team Manager, NI, Munich (DE)

JULY 2013 – JULY 2018

- Leading a team of 8-10 Applications engineers
- Recruiting and sourcing of new employees (about 5 / years)
- Mentoring and coaching new team members in D-A-CH
- Second level support for more complicated technical requests around my area of expertise for D-A-CH, Poland and Hungary
- International project to rework the recruiting and on-boarding to make a more attractive working place.

Staff Marketing and Application Engineer, NI, Ennetbaden (CH)

MARCH 2013 – JUNE 2013

Replacement for senior resources who had their military service:

- Creation and presentation of technical demos at trade shows and customers on site
- On-site technical support and troubleshooting for selected customers and applications
- Technical expert for joint visits with field sellers
- Holding programming classes and seminars at the EPFL.

Application Engineer, NI, Munich (DE)

OCTOBER 2011 – FEBRUARY 2013

- Supporting the broad range of NI products for the customers: AD Converters, Delta Sigma converters, FPGA programming, Real-time OS & programming, Multiplexers, Oscilloscopes, SMUs, Industrial cameras, Bus control units (CAN, LIN, EtherCAT, Profinet, OPC... etc), programming languages and architectures, test sequencers, data analysis... etc
- Working closely with the customers, developing a broad culture for technologies and applications
- Teaching classes around those topics in our training center or by customers on site.

French teacher, Schülerhilfe GmbH, Weingarten (DE)

JANUARY 2009 – JUNE 2010

Giving evening class for students learning french in Germany (12 - 17 y.o.).

Assistant in the International Office, Hochschule Ravensburg-Weingarten, Weingarten (DE)

FEBRUARY 2009 – JULY 2009

Welcoming and helping foreign students coming to Germany to study. Help included finding a flat, opening a bank account, paperwork for the immigration office and organizing cultural activities to help them integrate.

Construction Worker (Electrician), Marguin S.A., Chalamont (FR)

JUNE 2007 – SEPTEMBER 2007

Cabling and installing of electrical distribution board for hospitals, kindergarten, schools and industrial sites.

Education

Diplôme d'Ingénieur (Master of Eninergering)), INSA Lyon, Lyon (FR)

2022 – PRESENT

Master in "Génie Électrique" (electrical engineering). Currently writing the thesis as part of the VAE program in France. Expected graduation: 2023

Bachelor of Engineering, Hochschule Ravensburg-Weingarten, Weingarten (DE)

OCTOBER 2008 – SEPTEMBER 2011

Engineering degree delivered in Germany in "Elektro- und Informationstechnik" (electrical engineering and industrial computer science). This took longer despite the DUT as 2008 was the first year they changed from Diplom (4,5 years) to Bachelor (3 years) but did not upgrade the lecture's content yet.

Thesis: Development of a LabVIEW Driver for Microsoft's 3D infrared camera Kinect

DUETI, Université Claude Bernard (Lyon I), Weingarten (DE)

SEPTEMBER 2007 – AUGUST 2008

DUETI in "Génie Électrique et Informatique Industrielle" (electrical engineering and industrial computer science).

Thesis: Cultural differences in the representation of mainstream Rap in France and Germany

DUT, Université Claude Bernard (Lyon I), Lyon (FR)

SEPTEMBER 2005 – AUGUST 2007

DUETI in "Génie Électrique et Informatique Industrielle" (electrical engineering and industrial computer science).

Thesis: Development of a motion capture script using Python and Blender for a biomedical rehabilitation application

Internships

Application Engineer Intern, NI, Munich (DE)

FEBRUARY 2011 – SEPTEMBER 2011

Working in the AE department, providing technical support to customers, writing my Bachelor Thesis.

Erasmus Internship, Polytechnika Gdanska, Gdańsk (PL)

SEPTEMBER 2009 – MARCH 2010

Programming a room-mapping robot in ANSI C for the university.

R&D Intern, Wotan Systems, Lyon (FR)

APRIL 2007 – JUNE 2007

Scripting of a 3D interface for Blender in Python, which should reproduce the movement of a human in an orthopedical rehabilitation chair (DUT Thesis).

Extra-curricular activities

Volunteer editor, Radio Metal, Lyon (FR)

APRIL 2007 – MARCH 2010

Moderating a radio show, writing articles, covering concerts and conducting interview for the french media "Radio Metal".

Chestmaster of Hightschool Robotic Club, Lycée Carriat, Bourg-en-Bresse (FR)

SEPTEMBER 2004 – APRIL 2005

Chestmaster and mechanical part designer for the high school robotic club. We entered the regional and national robotic championship in 2005 and finished respectively 1st and 2nd.