



Franck Bichot

Associate

First as a certified coach and now as a ValueSelling Managing Partner, Franck Bichot specializes in delivering sales efficiency training and programs to B2B companies both in French and in English. His bilingual profile allows him to deliver international training securing the consistency of the customized content across different regions.

His wealth of experience stems from improving sales force effectiveness working with major companies including Oracle, Hewlett Packard, and General Electric. Franck's background in Sales, Training and Business Coaching (from Université Paris VIII) provides an essential combination of hands-on business experience, modern training practices and a personalized one to one mentoring approach.

Prior to joining ValueSelling, Franck worked for 17 years in sales organizations managing global accounts at Oracle (14 years), IBM and startup companies. In charge of promoting business applications (Financial, CRM, Analytics...), he developed a wide experience in successfully creating value propositions for a variety of his customer stakeholders (Sales Directors, CFO, CTO, HR...).

Franck is a member of the Coachs Association of Paris 8. He and his family reside in Paris where he enjoys running and golfing. He is also a confirmed skier and a guitarist in a rock band.

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