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Date of birth
25 April 1964

Nationality
Belgian

Major Education
- Ind. Engineer
Nuclear Chemistry
- Business
Management

Languages
Native:
Dutch
French

Excellent
English

Good
German

Notions
Spanish
Swedish
Italian

IT skills
MS Office
Lotus Notes
SAP
Salesforce.com

Other skills
-Teacher: Nuclear
detection Techniques
-Team motivator
-Event organizer
-AREVA Expert

Personal interests
Cartography
Music
Sport

Curriculum Vitae of *Michel Ceuppens*

Profile

- 34 years business experience with multi-cultural and multi-disciplinary teams
- Expert in Radiation Detection techniques and processes
- Enthusiastic about Nuclear Medicine applications and Theranostics.
- Started Swedish subsidiary and made it the main supplier in the Scandinavian region.
- Different job profiles: Sales, Marketing, R&D, Service Mgt, Sales Mgt, General Mgt....
- Driving force behind IoT launch
- Strong affinity with the software products: analysis, mathematical modeling, DB, client/server configurations, LIMS,
- Creative solution provider
- Successful organizer of international customer events
- Broad interest in scientific, environmental and societal subjects
- Strong didactical talent and loves teaching

Professional Experience

2019-Oct	Sales Director Elysia-Raytest	Liège
	- Responsible for worldwide sales activities. - Daily management of a team of 8 direct sales engineers. Helping them to develop the market further. - Optimise WW distribution network with a focus on Azia & Pacific rim.	
2017-Jul 2019	Managing Director Mirion Technology (Canberra BNLS) nv	Brussels
	- Daily management of a team of 20 people, sales, service and admin covering the Benelux market - Working closely with financial controller for	

accounting and reporting.

- Member of division worldwide Operational committee (Determine and implement strategy of division)

Sr Sales Director Europe.....Brussels

Mirion Technology (Canberra BNLS) nv

- Overview of European Sales organization of both subs and reps
- Responsible for European sales team, 3 regional sales mgrs., 15 sales people, field and back-office and distribution management.
- Streamlining operations throughout the territory and deploying synergies between teams.

2011-2018 Sales Director - Benelux & Scandinavia Brussels

Daily management of combined Benelux & Scandinavian organizations

2007-2017 Managing Director - Canberra Solutions AB Uppsala Sweden

Started the Scandinavian Sales & Service subsidiary and build team from zero.

- Full start-up of legal entity (AB) start-up
- Grow team to 7 employees
- Grow revenue with 300%, removing several competitors from market.
- Full management responsibility
- Wrapped up and closed the legal entity in 2017 after corporate decision to close.

2009-2011 Representative Manager Europe Brussels
(See below)

2001-2007 Service Manager Benelux – Canberra NV Brussels

Daily management of Benelux Service group. Installations, training, calibrations, preventive and emergency repairs.

- Calculation and management of service contracts. Introduced a new calculation method and follow-up.
- Launched the additional measurement services.
- Setup and improved continuously the local Service ERP tool based on Lotus Notes.
- Grow group from 6 to 9 service engineers.

1998-2001 Representative Manager Europe Brussels

Responsible to manage the European network of distributors.

- Follow-up distributors. Fix targets and analyses their performance

- Coordinate promotional campaigns
 - Customer visits for important opportunities.
 - Discount management
- 1997-2001 Systems Support Mgr – Canberra Europe Brussels**
Sales and service support on large systems.
- Physics support, MDA calculations, uncertainty budgets
 - Visit customers together with sales for recommending optimum measurement solution.
 - During installation, help with project management, keep contact with customer.
 - Some projects also done project management from A to Z
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- 1996-1999 R&D group - ISOCS Validation team ... Meriden USA**
Collaborated in the R&D group to develop and validate a full new mathematical modeling software
- Help in defining requirements and write specifications
 - Performed many validation measurements in order to validate the software code and evaluate the associated uncertainties.
 - Customer demo to convince them this technique is operational and accurate
- 1991-1997 Sales & Marketing Mgr - Canberra Semiconductor NV Olen**
Coordinating all sales and marketing activities at factory level.
- Daily contact with all European sales channels
 - Fixing European price list for detector products
 - Preparing quotations and managing discount policy
 - Visit strategic customers
 - Organize international trainings
- Slowly evolved in a more technical role.
- Added R&D activities for Ultra Low Background Germanium detectors
 - Installations of High-count rate X-ray systems on Synchrotron radiation sources.
- 1987-1991 Sales Engineer – Canberra Positronica nv Erembodegem**

Education

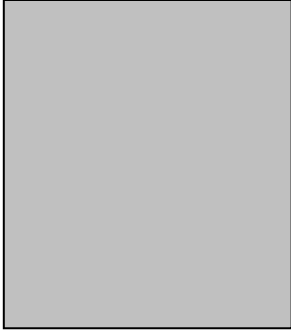
- 1982-1986 Industrial Engineer Radiochemistry Brussels**
IHRB - (Industrial High school of the State, Brabant)
- 1984-1985 Vrije Universiteit Brussels**
Post-doc: Instrumental Analytical Chemistry
- 1988-1989 EHSAL Brussels**
1 year Post University degree in Business Management,
- 1987-2018** Yearly short trainings (1-4 5 days)
 - Finance for non-finance managers
 - Use of Outlook
 - Workshop « Klagers »
 - Swedish Social legislation (Technikföretagen)
- 2001-2016** AREVA University longer term trainings
 - International business culture- 1 week trip USA with daily presentations.
 - Change management – 1 week
 - Hi-Po Level 3 training – 2 years, 3 days/month

Extracurricular Experience

- **Security officer.** (Veiligheidsofficier) for Mirion Belgium to the National Security Authority.
- President of “Mannen van 1964” – Jaartallen Leuven**
Association of men born in same year with focus on celebrating 50th birthday.
- **Member of Belgian Nuclear Society (BNS)**
- **Member Belgian Radioprotection society (BVS-ABR)**
- **Member of Swedish Nuclear Society (SKS)**

Publications

- **Low Background Germanium Detectors, from Environmental Laboratory to Underground Counting Facility**
Presented at ULB Workshop, Rossendorf 1997
- **ISOCS - A Versatile Tool for Evaluating the Isotopic Contamination of objects and Buildings**
Presented at SFEN - Avignon March 1998



- New Developments in the Measuring Techniques for Radioactive Sources, Specially in the field of Free Release and Decommissioning
Presented at KONTEC '99 15-17 March 1999

- How In-Situ Gamma spectroscopy can fulfill International Regulations

Presented at 2nd int'l Symposium on Release of Radioactive Material from regulatory Control – 8-10 November 1999