

William A. Westhead
le Chemin du Bel Event
la Chapelle sur Dun
76740 France
tel: +33 (0) 2 35 97 42 24
e-mail: westhead@aliceadsl.fr
website: <http://multus.chez-alice.fr/>
47 years old, married, nationality American



Education

1984-1987 Masters of Business Administration, MBA, **Schiller International University**, Paris Center, headquarters in Dunedin, Fla. USA. Graduated Summa Cum Laude, 3.85 GPA.

1978-1982 Bachelor of Science in Finance, Economics minor, **Manhattan College**, Riverdale, New York.

1980 Degree in International Finance and German. **Institut fur Europaiche Studien, I.E.S**, Vienna, Austria.

Experience

2004-Present, Director, **Multus**, France <http://multus.chez-alice.fr/>

International marketing, distribution, and business development for US based high-tech firms. Multus creates networks of distributors and agents for clients across Europe, directs technology transfers, and provides strategic consulting services. Multus arranges venture capital funding via an international network of institutional investors. Duties include prospection, administration, and contract negotiations.

2002-2005. Director France, **Gean Overseas**. Atlanta, USA <http://www.geanoverseas.com>

American consulting group specialized in strategic mergers and acquisitions, energy and aluminium projects worldwide. Manage client base of European industrial manufacturers. Responsible for prospection, negotiations, project finance.

1999-2001. Director of Marketing France, **Blue Gazelle Ltd.** U.K. <http://www.bluegazelleltd.co.uk/>

Software development firm specializing in Artificial Intelligence applied to hospital administration systems. Responsible for the marketing of Blue Gazelle's Internet technology in France, formulation of business plan, and development of key financial and strategic partnerships.

1991-1999 Director of **Aviva Corporation Ltd.** Closely held investment-banking partnership based in New York, Los Angeles, and Paris. Created and managed a large European client base of institutional investors. Organized and managed numerous public and private underwritings for American and Asian companies seeking capital funding in Europe.

1988-1990 Account Executive, **Paine Webber Inc.** Morristown NJ USA

Managed private investment accounts for individuals and institutions. Specialist in estate planning and personal financial planning. Series 7 registered agent license, Series 32 registered insurance agent license.

1985-1987 **Organization for Economic Cooperation and Development, O.E.C.D.** Paris.

Programmer and data base manager for Research and Development Division. Responsible for the collection, organization, and publication of statistical information relating to member country national R&D expenditures on corporate, governmental, and university levels.

1981-1984 **Merrill Lynch Inc.**, New York

Managed entire east coast back-office operations for High Net Worth Pension Funds and Individual Retirement Accounts, (IRA).

IT Skills: Creation and administration of web sites, graphic design, experience with database input and retrieval languages, Front Page, Access, Excel and Lotus, PowerPoint, Corel Draw, Publisher, MS Office.

Languages: Fluent in English and French, intermediate level German.

Member and ex-President of **C.I.E.L** - Consultance Internationale en Limousin <http://www.ciel-export.com>

Member of **A.P.R.I.L.**, Association pour la Promotion des Relations Internationales de Limoges - Charlotte Commission Relations Economique.

Member of **Club des Limousins**

Accomplished Classical Guitarist and Composer, concerts performed.