



Samuel NJOH

Executive Manager

Expert in Industrial Transformation & Emerging Technologies

Professional summary

General Manager with over 15 years of experience in transforming industrial and technology-driven businesses. Specialized in process digitalization, integration of emerging technologies (AI, IoT, automation), and optimizing financial and organizational performance. Recognized leader with a proven ability to restructure organizations, drive growth strategies, and transform business models to meet future challenges.

CONTACT

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SOFT SKILLS

- Resilient, Multitasking, prioritizes management
Team Leader, growth strategy, communicator, Mentor & Advisor
Passionate, creative thinker and customer oriented

- Managerial and Strategic Competencies
P&L management, Sales team Management, HR recruitment
Strategic plan development and execution
Leadership and organizational change management
International business development strategies
Digital transformation management

- Technological and Industrial Innovations
Convergence of industrial technologies (IoT, Computing, Automation)
- Industrial safety and cybersecurity
Digital transformation in manufacturing and logistics sectors
Robotics, Conveyor Systems, AI (Machine Learning, Neural Network), Digital <Twins
Management of critical systems in sensitive environments (healthcare, defense, Industry 4.0)

INTEREST

Passionate about music (guitarist), travel, reading, and fitness. Keen interest in the latest technological innovations and their impact on Industry 4.0.

PROFESSIONAL EXPERIENCE

- **Jan 2024 - Today** - Executive Manager PI System Automation (50 employees)

Executive Manager at PI System Automation, responsible for redefining the business model from a system integrator to a product and service model. Led organizational transformation and team restructuring with a focus on growth and profitability. Developed and executed commercial strategy across international markets in the Rail, automotive, logistics, and food & beverage sectors.

- **Dec 2018-Dec 2023** - Executive Manager SCATE automation & SOLISYS-TECHNOLOGY (54 employees)

Founded SOLISYS-TECHNOLOGY in partnership with SCATE Automation to target the convergence of automation processes, IT, and IoT. Spearheaded digital transformation, achieving 55% business growth over 4 years. Successfully integrated advanced technologies (IoT, LORA WAN, cloud computing) for critical industries such as healthcare, defense, and automotive.

- **13 YEARS SCHNEIDER ELECTRIC EXPERIENCE**

2016 – 2018 European Category Manager, responsible for a €30M portfolio, achieving a 7% increase in profitability. Led digital transformation initiatives and opened new distribution channels. Spearheaded strategic initiatives such as managing innovative offers and launching intelligent electrical distribution systems.

From 2011 to 2016, I served as the EMEAS Marketing Offer Manager, overseeing the busbar trunking system offer (Canalis Lighting) with a revenue of €26M. In this role, I reported directly to the Executive Committee, providing quarterly business reviews. I was responsible for managing resources, monitoring business growth, and training vendors to ensure consistent performance. Additionally, I developed and implemented a 1-3 year product roadmap, which resulted in a 20% growth driven by cross-selling initiatives.

Between 2005 and 2011, I held the position of Marketing Product & Information Manager, where I led the launch of new products. My responsibilities included aligning marketing strategies with vendors to optimize both the supply chain and overall business performance, ensuring successful market entry and sustained growth for the company.

EDUCATION

- **2005-2007** - Master in Marketing - ESC Chambéry / Chambéry, France
2006 Specialization in growth strategy and international business development (TOEIC 820).
- **2005** - BBSI Bournemouth Business School International / Bournemouth, UK
English enhancement suitable for business negotiation
- **2002-2004** - ITIN Computer engineer school / Cergy, France
Expert in digital integration software technologies and intelligent systems for the industry.