

Victor Outters

Contact

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Education

2011
Master Grande Ecole Management
ESCP Business School

2009
Master Grande Ecole Ingénieur
CentraleSupélec

2009
Master of Science
Georgia Institute of Technology

Expertise

- Strategy
- Artificial Intelligence
- Sales Development
- Partnership Development
- Management
- Cloud and cybersecurity

Language

French

English

2024 - today
HyprView | Paris, Caen
Co-founder

On a mission to enable precision medecine with phtonics & AI by securing critical funding and building a core team to translate complex science into a viable market vision

2015 - 2024
Google | Paris

Sales Manager Google Cloud : 2024 - 2025

- In charge of French Startups Tech portoflio. Commercial development of Google Cloud Plateform with strong focus on AI offering (infrastucture, model, MLOps plateform, vertical solution)
- Member of Google for Health transversaltaskforce gathering Deepmind, Research and Cloud on Health&tech projects

Industry Manager Retail : 2020 - 2024

- Commercial development of advertising revenue (Google Search, YouTube, Maps, Gmail) among French Retail players (Back Market, Vestiaire Collective, Leroy Merlin, Casino, etc.)
- 100 million euros in annual revenue
- Management of a cross-functional team of 10 people
- Delivered transformative programs on performance acquisition, brand developement, adtech infrastructure, AI-powered solutions such as bidding automation, product data enrichment, conversion modelization, data-driven attribution

Google Creative Studio Lead : 2017 - 2020

- Commercialization of Google Creative Studio in France adressing large advertisers
- Partnership building and offer packaging with main creative agencies : BETC, Marcel, BBDO, Adventori, Publicis Conseil
- Definition of go-to-market strategy for programmatic creative products and animation and upskilling of 20 Media Managers
- Large Creative Project Management with international advertisers : catalog digitalisation with Carrefour, Dynamic Creative Optimisation with Renault, 3D Display with LVMH

Account Executive Search Ads 360 : 2015 - 2017

- SA360 sales development in France (Search Management Platform), adressing large advertisers (Air France, Accor, BNPP, La Redoute, Boulanger, Sarenza...) and main SEA agencies (Havas, Publicis, WPP, DentsuAegis, Labelium...) to increase AI-powered solutions adoption such as portfolio bidding
- Increased SA360 competitive positioning from #3 to #1 in France in two years with 800m€ media spend under management

2012 - 2015
Stanwell Consulting | Paris

Strategy Consultant

Consulting missions for banking and insurance players

2010 - 2011
L'Oréal | Paris

Data Analyst

Within the Supply Chain teams of the Luxury Product division, responsible for data analysis to optimize logistics circuits (automation of stock orders from subsidiaries, centralization of production needs from factories, storage sizing optimization)

2008 - 2009
Georgia Institute of Technology | Atlanta

Graduate Research Assistant

Linear programming applied to mechanics