

Charles Gaudon

Computer engineer with 25 years of experience in web and mobile application development, project management and pre-sales, now focused on helping organizations turn complex technology — especially generative AI — into practical operational value.

Cannes La Bocca · Sophia Antipolis ecosystem · France

charles@charles-gaudon.com

[+33 6 61 60 99 02](tel:+33661609902)

cv.charles-gaudon.com

[LinkedIn](#)

PROFILE

Pre-Sales Manager and software engineer with 25 years of experience bridging business challenges, technical solutions and operational reality. Strong background in proposal strategy, customer-facing technology environments and complex project delivery, with a growing focus on AI deployment, workflow transformation and enterprise adoption of generative AI.

AI DEPLOYMENT POSITIONING

Generative AI is no longer only a technology challenge. The real challenge for companies is integrating it into workflows, operations and business processes in a practical and scalable way. My background sits exactly at that intersection: understanding customer needs, translating them into solution approaches and driving operational adoption.

“The value of AI will increasingly depend on the ability to connect powerful models to real business problems, real users and real operational constraints.”

SELECTED AI PROJECTS

- Development of AI-assisted workflows for proposal generation and operational productivity.
- Experimentation with vibe coding approaches for full-stack web redesign projects.
- Integration of generative AI tools into daily analysis, writing and automation tasks.
- Personal experimentation around AI-assisted development, workflow orchestration and productivity optimization.

PROFESSIONAL EXPERIENCE

Pre-Sales Manager

Infotel Conseil · Since August 2012 · France

- Pre-sales manager for the West, Centre and Rhône-Alpes regions.
 - Lead and contribute to responses for public and private tenders, including large-scale massification topics, partnerships, administrative and financial aspects, and bid defense preparation.
 - Support change management, operational launch phases and alignment between customer expectations, sales teams and delivery teams.
 - Actively involved in cross-functional initiatives: CSR/RSE, HR tools and processes, legal aspects, quality processes, audits, ISO 9001, security clearances and ISO 27001 topics.
 - Contribute to AI topics for customers and internal usage, with a practical focus on productivity, automation and business value.
 - Managed web and mobile application development projects.
-

Project Manager / Software Engineer

Astek, for Amadeus · May 2005 – July 2012 · International technology environment

- Project manager for Air & Fares products.
 - Supervised the migration of the All Fares module.
 - Developed and maintained applications and modules within the Amadeus ecosystem, including ALS / INARI, LEGO V2 and Selling Platform.
 - Worked with Java, ShowCase, HTML, JavaScript, ASP, ActiveX and C++ across travel technology applications and operational support tools.
 - Used English professionally and collaborated in an international environment for many years.
-

Software Engineer

Transiciel · August 2002 – May 2005 · France

- Designed and developed resource management and planning applications for ESCOTA using UML and .NET.
 - Developed air freight document management applications for Air France using Java, JSP, WSAD and ClearCase.
 - Contributed to pricing tool development for France Telecom R&D using Java, CORBA and JSP.
 - Worked on e-commerce portal development and real-estate loan simulation applications.
-

Web Developer

- Developed features for a high-traffic technology website using PHP, MySQL, JavaScript and Zend Studio.

Web Developer

World Multimedia · April 2000 – July 2001

- Developed intranet, e-commerce, product and corporate web applications using ASP 3.0, XML/XSL, DHTML, JavaScript, SQL Server and IIS.
- Worked on projects for Nortel Networks, Équilibre Attitude, Promorepublic, Arthur Andersen and Infogrames.

SELECTED STRENGTHS

- **Business-to-technical translation:** ability to understand operational pain points and convert them into concrete solution approaches.
- **Tender and proposal leadership:** strong experience in public/private tenders, proposal writing, costing, bid defense and launch coordination.
- **Customer-facing credibility:** comfortable with stakeholders, decision-makers, sales teams and technical delivery teams.
- **AI-first working style:** daily use of generative AI tools such as ChatGPT and Copilot to accelerate analysis, writing, automation, ideation and workflow optimization.
- **Pragmatic adoption mindset:** focused on usefulness, measurable value and real-world implementation rather than technology for its own sake.

INTERESTS & BUILDER MINDSET

- 3D printing, STL design, CNC, metal work and mechanical projects.
- Photography and development of a database-free photo gallery currently being fully redesigned with vibe coding.
- Management of a motorsport association, including track-day organization and mechanical activities.

CORE SKILLS

Pre-Sales

Solution Engineering

Public Tenders

Private Tenders

Proposal Strategy

Project Management

Change Management

AI Adoption

Customer Enablement

AI & TOOLS

- Generative AI adoption
- Enterprise AI use-case framing
- Workflow automation
- Prompting and AI-assisted productivity
- ChatGPT and Copilot
- Customer-facing AI enablement

TECHNICAL STACK

Languages: C, C++, Java, VB.NET, HTML, JavaScript, VBA, VBScript, PHP, CSS

Databases: SQL Server, Oracle, MySQL

Tools: Visual Studio, Eclipse / WSAD, Git, SVN, ClearCase, Squash, Apache, IIS, Zend Studio, Visual SourceSafe, Copilot, ChatGPT

LANGUAGES

French: Native

English: Read, spoken and written; used daily in a professional international environment for many years. Recently focused on a fully French market, with the ability and motivation to quickly refresh full fluency.

EDUCATION

Engineering Degree in Computer Science

ESSI, Sophia Antipolis · 2000

Engineering Cycle

ESSI, Sophia Antipolis · 1997 – 2000

Preparatory Classes

Maths Sup / Maths Spé, Physics-Chemistry track · Lycée Alain Fournier, Bourges · 1995 – 1997

LOCATION

Based in **Cannes La Bocca**, close to **Sophia Antipolis**, one of Europe's leading technology hubs. Interested in contributing to AI deployment and enterprise adoption initiatives across France and EMEA.

KEYWORDS

AI deployment · Enterprise AI · Solutions Engineering · Pre-Sales · Customer Success · Technical Sales · GenAI
· LLMs · Workflow Transformation · Operational Adoption · Public Tenders · Change Management