

Ir. Damien Sandras



PERSONAL DETAILS

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Date of birth November 18, 1976

SUMMARY

Professional Experience Manager with strong software and sales engineering background.

Aspiration Develop new activities / Lead a team of technical experts to develop or deploy innovative products and infrastructures / Act as a sales engineer to translate customer needs into practical solutions involving complex technical products.

PROFESSIONAL EXPERIENCE

Oct. 2008 – current Chief Operating Officer at Be IP s.a.

Be IP develops and distributes its own VoIP / IP Telephony / Unified Communications software suite.

As COO of a SME, my work consists in :

- developing the company,
- managing people working with me,
- having commercial & pre-sales relationships with C-level partners and customers,
- managing projects,
- managing software development,
- hiring people,
- defining the company strategy,
- working on the company budget,
- working on the design, quality, efficiency and implementation of the software suite that is commercialized by the company.

I turned Be IP into a profitable company.

Nov. 2005 – Sept. 2008 Head of Department at NOVACOM

NOVACOM was a division of IT-Optics s.a., which provided its customers with cutting edge solutions in the IP Telephony sector based on Open Source software.

The NOVACOM department was created in May 2006.

I was the person leading the development of the various products created by NOVACOM. I was also the person in charge of the pre-sales activities of the company. I was the main contact with customers, partners and investors. The NOVACOM activities were bought by the newly created Be IP s.a. and I was nominated as COO.

Mar. 2004 - Jul. 2007 R&D Engineer at MULTITEL ASBL

I was responsible for the development of various projects, mainly in the VoIP field.

R&D Engineer at IT OPTICS s.a.

I was responsible for the development of an enterprise IP PBX.

Oct. 2003 – Mar. 2004 R&D Engineer at IT OPTICS s.a.

I was responsible for the development of an enterprise IP PBX.

Oct. 2001 – Oct. 2003 Ph.D. Student and Teaching Assistant at the Université Catholique de Louvain

Intensive work on a new protocol named *Dynamic and Dependable Services Conguration Protocol*.

I conducted a research on various problems, mainly TCP connections migration for unaware services. A prototype has been implemented for HTTP.

I gave lectures about Java (Object Oriented Programming) and about the Unix Operating System and the Linux Kernel for undergraduate students.

EDUCATION

2004 Master of Advanced Studies at the Université Catholique de Louvain

2001 MSc in computing Science Engineering at the Université Catholique de Louvain

Graduated *Magna Cum Laude*

Graduation Thesis : GnomeMeeting – A GNU/Linux H.323 Softphone

1994 Completed secondary education at Collège Saint Julien ATH

Graduated *Magna Cum Laude* – Mathematics & Computing Science Prize

Orientation : Latin – Mathematics

SKILLS

Management Skills Team leadership, planning & organizing, business development, strategic & innovative & creative thinking, problem solving, managing budgets, managing priorities, doing more with less, getting the best from everyone, solving conflicts.

Commercial Skills Verbal and written communication, customer & partner relationship management, professional public speaking & presentation experience, excellent pre-sales skills, ability to understand and adapt to others.

Technical Skills Technical project development experience : creation, architecture, design, engineering and development management on Linux platforms - good knowledge of C/C++, PHP, MySQL, bash, autotools, Cloud, Git, GNOME/GTK+, Perl, HTML, CSS, Ajax, Agile-minded...

Excellent Linux skills.

SIP protocol expert.

Personal Skills Attention to detail & organized, self-sufficient & proactive, good negotiator, diplomacy, ability to convince.

HONORS AND AWARDS

2006 Trophée du Libre for the Ekiga project in the *Games and Multimedia* category

2002 The *Belgian Journalists on Information Technology* award the IT prize each year to the four best University projects.

Received the prize in 2002 for GnomeMeeting.

CERTIFICATIONS

2004 Red Hat Certified Engineer

1993 Certificaat Nederlands als Vreemde Taal from the **Université Catholique de Louvain**

LANGUAGES

French Mother Language

English Fluent

Dutch Academic Knowledge – Lack of practice

INVITED TALKS, CONFERENCES & EVENTS

- 2013** *Semaine de la créativité*, Louvain-La-Neuve – Belgique
- 2011** *ST2 Event*, Saint-Quentin – France
RIC, Namur – Belgium
- 2010** *AstriEurop*, Paris – France
- 2009** *LibreTIC*, Mons – Belgium
Campus Numérique, Charleroi – Belgium
- 2008** *GUADEC*, Istanbul – Turkey
LinuxTag, Berlin – Germany
Rencontres Mondiales du Logiciel Libre, Mont-de-Marsan – France
- 2007** *FOSTEL*, Brussels – Belgium
Imaginatica, Sevilla – Spain
IP Convergence, Paris – France
- 2006** *FOSDEM*, Brussels – Belgium
LinuxTag, Wiesbaden – Germany
Open Source Telephony Summit, Essen – Germany
GUADEC, Vilanova – Spain
- 2005** *Open Source Telephony Summit*, Geilenkirchen – Germany
GUADEC, Stuttgart – Germany
IP4IT VoIP Conference, Las Vegas – USA
- 2004** *Open Source Telephony Summit*, Geilenkirchen – Germany
Libr'East, Paris – France
Libre Software Meeting, Bordeaux – France
- 2003** *Printemps des Sciences*, Namur – Belgium
CEDITI, Charleroi – Belgium
CIGER, Namur – Belgium
FOSDEM, Brussels – Belgium
- 2002** *École Supérieure d'Informatique*, Brussels – Belgium
FOSDEM, Brussels – Belgium
GUADEC, Sevilla – Spain
Linux Expo, Paris – France
Chaire Usinor, Louvain-La-Neuve – Belgium

AFFILIATIONS

- 2006 – current** Jury at *Linux New Media Awards*
- 2007 – 2008** Jury at *Trophées du Libre*
- 2005 – current** Member of the *GNOME Foundation*
- 2001 – current** Member of the *FABI – Fédération des Ingénieurs Belges*
Member of the *Ailv – Association des Ingénieurs de Louvain*

OPEN SOURCE ACHIEVEMENTS

The Ekiga Project Creator and main developer of the **Ekiga softphone** – <http://www.ekiga.org>

Ekiga (formerly known as GnomeMeeting) is an H.323 and SIP compatible videoconferencing and VoIP/IP telephony application that allows placing audio and video calls to remote users using H.323 or SIP hardware or software.

I created and maintain the Ekiga VoIP software. Ekiga is the most popular professional Linux softphone.

Ekiga.net Owner and maintainer of the **Ekiga.net platform** – <http://www.ekiga.net>

Ekiga.net is a Cloud platform where users can subscribe to receive a free SIP address. It allows SIP software and hardware to communicate.

I created and maintain the Ekiga.net VoIP platform.

FOSDEM Member of the FOSDEM ASBL and founder of the **FOSDEM** event – <http://www.fosdem.org>

FOSDEM is the Free and Open Source Developers' European Meeting and is now the major Free and Open Source Software Meeting in Europe, attracting each year more than 5 000 international developers.

I helped FOSDEM turn from a small event into a major event.

OPAL VoIP Core Developer of the OPAL C++ SIP Stack – <http://www.opalvoip.org>

I contributed large parts of the SIP code including the SIP/SIMPLE presence subsystem.

Misc Various contributions to Open Source software like SquirrelMail, OpenSIPS, Asterisk, ...