

# Ir. Damien Sandras



## PERSONAL DETAILS

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**Date of birth** November 18, 1976

## SUMMARY

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**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

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**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

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**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

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**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

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**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

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**2004 Red Hat Certified Engineer**

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

## LANGUAGES

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**French** Mother Language

**English** Fluent

**Dutch** Academic Knowledge – Lack of practice

## INVITED TALKS, CONFERENCES & EVENTS

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- 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

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- 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

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**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, ...