



# YANN NEE

## 倪亦鞍

### ABOUT ME

- +86 13764665583
- yann.nee@outlook.com
- Belgian
- Working in Shanghai
- Married, 44 years old

### EDUCATIONS

2001 - 2004

UNIVERSITE LIBRE DE BRUXELLES

- Master of Engineering in Electronics

1999 - 2001

UNIVERSITE LIBRE DE BRUXELLES

- Bachelor of Engineering

### CERTIFICATIONS

- AUKOM Level 1 certified: Metrology principles, measurement equipments, error analysis, and quality control
- AUKOM Level 2 Certified: Advanced metrology techniques, complex measurement tasks, and GD&T in industrial quality control
- AUKOM GD&T Certified: Specializes in GD&T principles, emphasizing standardized symbols and practices for part geometry in manufacturing and quality assurance

### LANGUAGES

- French
- English
- Mandarin
- Dutch

### PROFILE

Yann Nee is a dynamic and results-driven business leader with over 19 years of experience in driving revenue growth, building high performance teams and implementing strategy goals. Yann combines a deep understanding of European and Asian market with a passion for customer satisfaction and delivering outstanding sustainable outcomes

### WORK EXPERIENCES

- **ZEISS** (4 years) 2020 – 2024  
Head of Optical Systems China Shanghai, China
  - **Strategic leadership:** create, implement and drive the vision, directions and key initiatives of 3D Optical Metrology to achieve double digit growth in revenue
  - **Change management:** project leader integrating 2 other team product divisions. Restructure team and foster culture of innovation and adaptability to market changes. Creation of direct sales team for product technology “Fringe projection”
  - **Operation Excellence:** initialize and provide “handheld product” worldwide by looking for OEM, reduce cost on ScanBox installation and programming team
  - **PNL, sales and budget:** from forecast to monitor revenue growth to reach 260M CNY with CAGR 16% growth. Average EBIT of 40% for all optical products range
- **GOM** (10 years) 2010 – 2019  
General Manager Asia Shanghai, China
  - **Asia office setup:** creation of 2 legal entities, Asian headquarter of 2500 sqm from office desks, demo rooms to training and aftersales repair rooms
  - **Leadership and team development:** lead and develop high performing team members from 2 to 26 people. Developing and managing 20+ distributors in Asia
  - **Development of key accounts:** connecting multinational worldwide VIP’s to drive revenue growth from customer satisfaction to recurrent sales and services
  - **Launch of new products in market:** from initial market research to distribution in Asia of new products in automation and entry-level market
- **NIKON METROLOGY** (5 year) 2005 – 2009  
Business Development Manager Europe/Asia Leuven BE / Shanghai CN
  - **Market Intelligence:** acquire customer demands, collect product features and analyze direct and indirect competitions to develop new products to customers
  - **Distribution development:** find, develop and train new dealers in Europe and Asia. Monitoring all dealer’s performance in sales, marketing and technical KPI’s
  - **Cross collaboration:** connect Sales, Marketing and Application teams. Visits of customers in Europe and Asia from first visits, demos, contracts to installations
  - **Technical expertise:** make demo’s of 3D metrology systems and show results of 3D metrology systems at customer site or in house
- **VERMEG CONSULTING** (1 year) 2004  
Consultant in finance banks Brussels, Belgium

### REFERENCE

Dr. Detlef Winter  
ZEISS IQS CTO  
detlef.winter@zeiss.com

Dr. Konstantin Galanulis  
GOM GmbH Owner  
k.galanulis@gom.com

Mr. Jos Jans  
NIKON Senior VP Marketing  
jos.jans@nikon.com