



With over 25 years of experience in the field of Information Technology, I have spent the past 9 years specializing in IT contract and vendor management. Prior to that, I worked for more than 20 years in business development. My expertise encompasses end-to-end contract management, the implementation of efficient processes, and the governance of master agreements and relationships with IT vendors.

Executive committees and clients value my commitment. Building strong and lasting relationships has enabled me to develop mutual trust with my partners and collaborators over the years.

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Professional Background

Advisor – IT/ICT Contract and Vendor Management



EXO - May 2023 to May 2025

- Ensure rigorous management of technology contracts with clients, suppliers, and partners, while guaranteeing regulatory compliance and protecting the company's interests.
- Provide support to managers and internal stakeholders in the application and monitoring of contractual clauses.
- Deliver performance and risk management reports to the management committee for all contractual activities.
- Oversee deadlines, contract values, indexations, and administrative activities related to strategic contracts.
- Identify and implement continuous improvement initiatives in contract management and vendor relations.
- Contribute to the drafting of contractual documents (technical specifications, amendments, calls for tenders) in coordination with technical teams.
- Manage disputes, maintain proactive communication with stakeholders, and monitor budget envelopes and deadlines to prevent overruns or ensure effective renewal management.

Chief – Master Contract and IT Vendor Management



Commission de la construction du Québec - 2016 to 2023

- Defined, implemented, and ensured governance of all master contracts and vendor relationships to meet operational needs, timelines, agreed costs, and contractual obligations.
- Proactively managed business relationships with vendors under the IT Shared Services master agreements.
- Collaborated with Legal Services and the Material Resources Division in the preparation, review, and publication of notices of interest and calls for tenders.
- Supported senior management in the interpretation and strict application of contractual clauses.
- Continuously evaluated the quality of services provided, including customer service, technical support, warranties, and vendor performance.
- Produced detailed performance reports on all contract-related activities involving vendors and internal representatives, and drafted clear, structured accountability reports.
- Actively participated in monitoring contractual risk management in collaboration with VPs, directors, section heads, and the Internal Audit Department.
- Played a key role in contract monitoring, including deadlines, renewals, and obligations related to the IT Shared Services contracts.
- Designed and drafted a variety of documents, including calls for tenders, job descriptions, briefing notes, and policies.
- Maintained centralized, up-to-date, and accessible documentation on vendors, contracts, amendments, and briefing notes.

Vice President – Business Development



E3 Consulting Services inc. (now SIA Partners) - 2012 to 2014

- Led the proactive marketing of the company's services by developing targeted campaigns and content tailored to market needs.
- Contributed to the definition and optimization of go-to-market strategies aligned with business objectives and performance analyses.
- Built a strong network of business partners and clients, ensuring loyalty through personalized follow-ups and effective communication.

- Drafted compelling service proposals, most of which were accepted, as well as promotional publications and strategic communication plans to support the company's positioning.
- Ensured achievement of objectives outlined in account and annual revenue plans by rigorously monitoring their implementation.
- Implemented concrete actions to expand the client portfolio, including prospecting, relationship marketing, and targeted networking.
- Matched client needs and culture with the appropriate consultant profiles.

Vice President – Business Development

R3D Consulting Inc. - 1998 to 2011



- Actively contributed to building the company's reputation—initially present in Montréal and Québec—by supporting its growth and positioning until it became an internationally recognized organization.
- Acted as a growth driver by actively promoting business and IT services through a results-oriented approach.
- Promoted business and information technology services to both prospective and existing clients.
- Built and maintained strong client relationships by proactively identifying their challenges, aligning the company's services with their goals, and ensuring lasting satisfaction.
- Actively participated in defining service offerings and developing go-to-market strategies.
- Contributed to shaping the service offering and creating impactful marketing strategies.
- Led major client accounts by developing customized plans and coordinating efforts across the dedicated team.
- Supported internal teams in their prospecting, marketing, and sales efforts to maximize opportunities.
- Ensured proactive management of major client agreements and continuous alignment with organizational strategy.
- Generated new business leads, developed strategic partnerships, and achieved annual sales targets.
- Drafted compelling service proposals, ensuring clarity and precision in contractual elements.
- Maintained a strong presence in the business community by attending targeted events, conferences, and outreach activities.

Senior Director – Enterprise Risk Division

Deloitte Canada - 2000 to 2001



- Worked closely with a team of partners to strengthen business relationships between Deloitte and its clients by supporting the presentation of the company's services and capabilities.
- Collaborated synergistically with lead partners to ensure the achievement of objectives outlined in account and annual revenue plans.
- Developed and maintained strong professional relationships with executives and decision-makers across various Quebec-based organizations.
- Oversaw overall project management by leading a team of advisors to ensure successful project delivery.
- Took on an internal leadership role to contribute to practice development, including talent recruitment and drafting marketing materials.
- Drafted clear and tailored service proposals to optimally meet specific client needs and expectations.
- Designed promotional materials to highlight enterprise risk management consulting services for the Francophone market.
- Actively participated in securing new major clients for the firm by developing sustainable and strategic business relationships.

Account Manager

DMR Consulting - 1996 to 1998



- Proactively promoted the full range of consulting firm services, contributing to addressing clients' business challenges and supporting their growth objectives.
- Provided strategic support to the account team to identify new business opportunities and ensure the awarding of profitable mandates.
- Built strong, collaborative relationships with internal professionals, supporting their efforts to develop new business.
- Prepared and facilitated priority account meetings, ensuring effective management of discussions and priority setting.
- Assisted in developing compelling business proposals by aligning service offerings with clients' specific needs.
- Initiated and coordinated strategic marketing activities to strengthen and expand relationships with high-potential clients.
- Identified and analyzed key industry trends and client challenges to propose innovative and tailored solutions for their evolving needs.

Board Member

Canadian Cancer Society - 2012 to 2015



Board Member

Fondation du Y des Femmes de Montréal - 2010 to 2015



Co-Chair - Gala of Great Chefs

Canadian Cancer Society - 2009 to 2012



Soft and hard skills

Recognition

- Proven expertise in contract management and business development, with a focus on building sustainable partnerships and maximizing business opportunities.
- Strong ability to coordinate and engage stakeholders to achieve common goals, fostering collaboration and commitment at all levels.
- Demonstrated experience in drafting various contractual documents and accurately interpreting contract clauses, ensuring compliance and protection of organizational interests.
- Solid expertise in vendor management, with particular attention to performance, quality of services delivered, and client-vendor relationships.
- Strong client orientation, with the ability to anticipate needs and provide tailored solutions.
- Skilled in negotiation and conflict management, taking a proactive approach to resolving disputes constructively.
- Recognized for the ability to work effectively in teams, promoting a collaborative and productive environment.
- Acts with open-mindedness, kindness, and respect for diverse perspectives within the organization.

Software and Tools

Proficient in tools included in the Office 365 suite as well as SAP FICO and ServiceNow.

Education

Certificate – Public Relations/Communications

McGill University

Computer studies

CEGEP - Ahuntsic

Music studies - piano

Vincent-d'Indy

Graduate studies