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what's missing ?TM

Jean Champagne
General manager

In March 2007, Mr. Champagne joined Sagem-Interstar, where he is responsible for leading the company's global activities and development in areas related to VoIP, IP Telephony and IP fax. He has had a distinguished career in telecommunications and networking, with over 20 years of international experience in sales and business development.

His career in telecoms began with Nortel in 1985 after eight years in the information technology sector. He held a number of sales management positions in Montreal over the next ten years. In late 1995, he became the Director of Business Development in Paris, at the European headquarters for Enterprise Networks, where he was initially responsible for all commercial activities in France. He soon contributed to overall strategic business planning, as well as the startup of new business initiatives across Europe with a joint venture in Matra Nortel Communications.

He returned to Montreal in the summer of 1998 to start up a new global business unit for Nortel that specialized in speech recognition software. In 1999, he became Vice-President of the Bell Canada (BCE) account team, where he led sales and marketing efforts for the Nortel product portfolios destined for the network infrastructure of the BCE group of companies.

In March 2001, Mr. Champagne became Senior Vice-President of the Optical Networks global business unit, where he held several key roles aimed at commercial engagements. He was the leader of the Business Management team, and was responsible for revenue assurance with strategic customers on five continents, with a particular emphasis on the North American service provider market. He also initiated a solutions group responsible for delivering converged network solutions – which included VoIP, storage, and optical networking elements – for large enterprise customers.

In May 2005, he joined Avestor, where he led the company's commercial and marketing efforts for the lithium-metal-polymer battery destined for the telecommunications market, with a focus on network service providers.

Mr. Champagne is a graduate of HEC Montreal in Business Administration and International Marketing. He has also completed specialized programs at the International Center for Research and Studies in Management (CIREM-HEC) and at the Richard Ivey School of Business.

Mr. Champagne is active in the Montreal community. For several years he was involved with CIREM-HEC, I Musici de Montréal Chamber Orchestra, the United Way of Greater Montreal, the Jeune Chambre de commerce de Montréal, the French Chamber of Commerce in Canada and the International Institute of Telecommunications of Montreal.



"At Sagem-Interstar, our prime focus is to enhance the customer experience.

Our IP fax solutions deliver quick Return on Investment, and help fulfill the fundamental promise of Unified Communications by boosting productivity and improving collaboration.

Sagem-Interstar is the global leader in advanced IP fax server solutions. We have been redefining the market since 2002 with our innovative and patented XMediusFAX software solutions.

An additional and significant benefit of these solutions is the positive impact they have on the environment, going green is essential to us."

– Jean Champagne