

Jean-Francois Fallacher

Married, 4 children
Born April 17th 1967
Nationality: French

Address 66 avenue de Suffren
75015 Paris - France

Mobile: +33 6 86 83 45 91
E-mail: fallacher@gmail.com



CEO

Experienced executive in the telecom sector with a proven track record in business transformation, commercial strategy, and operational leadership. Significant experience leading Orange France, Spain, Poland, and Romania, with tangible results in increasing shareholder value, growth, restructuring, and deployment of new technologies (5G, fiber, convergence, satellite).

Professional Experience

CEO Orange France & Chairman of the Board of MasOrange +O

Since April 2023

- Market leader in French telecommunications with 34M+ customers and €17B in revenue.
- Redefined company strategy and launched the "Lead the Future France" plan.
- Significant improvement in NPS and return to EBITDAaL & FCF growth in 2024
- Chaired the Board of +O during first year of integration

CEO Orange Spain

2020 - 2023

- Restored profit growth, retail revenues growth after three years of decline.
- Strategic merger with MasMovil to create a market-leading joint venture of 20b€ valuation, 8b€ revenues.
- Reorganized and simplified the brand portfolio.
- Divested towers and rolled out 5G.

CEO Orange Poland & President of the French-Polish Chamber of Commerce

2016 - 2020

- Returned the company to growth after a decade of decline
- Increased market cap x1,5
- Massive fiber network expansion (5M homes connected).
- Launched the "Orange Love" strategy and created FiberCo.
- Acquired BlueSoft (B2B) and Multimedia Energy (B2C) to create value by dev adjacent businesses

CEO Orange Romania

2011 - 2016

- Back to growth of all financial KPIs after 2018 crisis.
- Network-sharing partnership with Vodafone
- Ensured access to fiber with a deal with TKR/T-Mobile
- Launched TV DTH & OTT services to boost growth.

CEO Sofrecom (B2B Consulting - Orange Group)

2006 - 2011

- Increased revenues by 50% and ensured sustainable profitability.
- Expanded international business (65% of revenue outside France).

COO Wanadoo Netherlands

1999 - 2005

- Launched ADSL, VoIP, and local loop unbundling.
- Improved production margin (4% → 59% in 3 years).

France Télécom R&D & Renater

1992 - 1999

- Developed early web applications and X400 email services.
- Managed major public accounts (CNRS, CEA, Universities).

Education

- **École Polytechnique** (1987)
- **École Nationale Supérieure des Télécommunications, Paris** (1992)
- **ESSEC Business School** - International Business Development (1999)

Key Skills

- Business strategy & digital transformation
- Leadership and change management
- Technology deployment (Fiber, 5G, convergence)
- Mergers, acquisitions & strategic partnerships
- International & cross-cultural experience
- Operational excellence & customer satisfaction

Languages

- **French:** Native
- **English:** Fluent
- **German:** Professional
- **Basic knowledge:** Dutch, Romanian, Polish, Spanish

Personal Information

Quality time with family, jogging, tech passionate, travelling.
