

VANDERBILT

News

Get to know Team Vanderbilt: Serge Tureau



In this segment, "Get to know Team Vanderbilt", we shine the spotlight on our employees that are on the ground each week bringing our solutions in access control, intrusion detection, and video management to our customers. Here, our Business Development Manager for Access Control in EMEA, Serge Tureau, tells us how he defines success, who has been his big inspiration in life, and what book he likes to delve into in search of wisdom and enlightenment. Enjoy!

Q1. Describe/outline your typical day?

None of my working days tend to be the same which is something I love about my job. I spend a significant amount of my time visiting overseas customers to identify sales opportunities and create demand for our access control solutions.

Q2. What is your favorite aspect of being in the Security business?

I enjoy being part of an industry that aims at making people's lives a little safer, especially considering recent random terrorist attacks. I feel we are ethically and positively contributing to a better world.

Q3. What has been your most satisfying moment with Vanderbilt?

Our sales meeting in Austria last year was a wonderful couple of days to meet with the rest of the team and get a good insight into Vanderbilt's vision and strategy. It was a successful and positive event.

Q4. What motivates you?

Planning and delivering the work I said I would do. Positively contributing and being part of a team. And of course selling! I get a great sense of satisfaction when our customers are happy and keep buying from us. And by selling more, I feel in a way that I am giving something back to the minds behind the products.

Q5. How do you define success?

In sales, success is never definitive. You are only as good as your last sale, or the next one to come. I try to look at the bigger picture. I feel successful if I have given my best, if I have made progress and made a positive contribution.

Serge Tureau, Business Development Manager for Access Control in EMEA

Q6. Who has been your greatest inspiration?

My grandfather. He was hard working, kind, generous, humble, and very outgoing. He had many friends and was loved by everyone. He was a very good man!

Q7. What book has inspired you the most?

Siddharta from Hermann Hesse is probably my favorite book. It is a beautiful story about life choices, wisdom, enlightenment, and happiness.

Q8. What are your hobbies? What do you do in your non-work time?

I love sport, whether playing sport or watching it. I play golf and tennis, and I run on a regular basis. I love cooking and reading too.

Q9. What makes you happy?

The simple things in life make me happy. Sharing quality time with family and friends. A good dinner and a good bottle of wine is, for example, something I enjoy.

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