

Biography



Jean-Philippe Courtois

President, Microsoft International
Senior Vice President, Microsoft Corporation

Jean-Philippe Courtois leads global sales, marketing and services for Microsoft International, a territory which spans 100 subsidiaries operating in over 240 countries outside the US and Canada. As president of Microsoft International, Courtois drives strategic planning, global operations and key growth initiatives in developed and emerging markets. His responsibilities also include Microsoft's worldwide Public Sector and Communication Sector businesses which deliver strategic, high value solutions to governments and telecommunications companies around the world.

As a global technology leader, Microsoft is dedicated to serving citizens, businesses and communities around the world. Microsoft's innovative technologies and local partnerships are transforming education, fostering local innovation, and creating employment opportunities which help fuel a continuous cycle of sustained social and economic development. Courtois' leadership reflects these values and his deep personal commitment to customer and partner satisfaction which results from long-term and trust-based relationships.

Courtois previously served as CEO and President of Microsoft Europe, Middle East and Africa (EMEA), where he led business planning and sales, marketing and services. Among his many notable accomplishments, significant improvements in customer satisfaction, enhanced regional integration and record sales growth stand out. Prior to his role in EMEA, Courtois was vice president of worldwide customer marketing, based in Microsoft's US headquarters in Redmond, Washington. Courtois joined Microsoft in 1984 as a channel sales representative and after holding several leadership positions, rose to general manager for Microsoft France in 1994.

Outside of Microsoft, Courtois is administrator for PlaNet Finance and Microsoft's official representative at the Institut Montaigne. He has served as co-chairman of the World Economic Forum's Global Digital Divide Initiative Task Force and on the European Commission Information and Communication Technology (ICT) taskforce.

A French national, Courtois obtained his diplôme des études commerciales supérieures (DECS) from the Ecole Supérieure de Commerce, Nice (CERAM).