

# PORTANCE

Paris, September 20<sup>th</sup>, 2021

## TO WHOM IT MAY CONCERN

I met Aymane Hanine during a one-week long seminar I gave at CentraleSupélec, where he was a 2<sup>nd</sup>-yr student. The seminar, titled "Dealing with Authority", was an elective, which Aymane selected among several others in the Human Science field. The course gathered 20 students from several nationalities and was held in English. Such a small class, as well as the diversity of role-plays, situations and meetings that were organized during that week, allowed for a closer connection with students. This recommendation letter is based upon the facts and observations I could make during that whole week.

I founded and currently lead Portance, a consulting group specializing in implementation of major strategic projects and working with international leaders. A former executive of the Valeo Group myself (Valeo is a Tier 1 automotive supplier. I was a Branch worldwide Purchasing Director for several years), I decided to devote some of my time to transmitting my experience to leaders-to-be through those seminars.

Right from the start of the class, Aymane impressed me by his personal involvement. He was always present and on time at every session. Through the roles plays, he demonstrated his interest and ability to interact with others. He always did so with a high degree of respect and politeness, and a natural kindness that opened him good opportunities through the business cases we played.

Aymane later confirmed to me, through more personal discussions, the importance he gave to relationships in his life at large, on both a professional and personal basis.

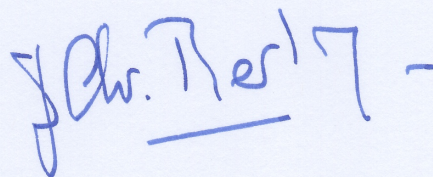
He decided to start a gap year last July, in order to refine his professional project. He is taking his first internship with Valeo, precisely (but coincidentally) in the Branch I used to work for (Lighting and Signals). He developed the first project he was assigned to in an efficient way, quite quickly and with high quality, which increased his credibility within the development team he is working for.

Aymane now wishes to balance this first experience in industry, with an internship involving more human relations and interactions. The foregoing indicates that consulting seems to be quite a natural choice in his path. It will help him refine the orientations he will take, both for his last year at CentraleSupélec and for the start of his career.

I can see Aymane taking rapidly some responsibility in front of clients. He will be good both at fulfilling his commitments and securing contracts, as well as reassuring his clients throughout. I would certainly have strongly appreciated to work with him, had I had the opportunity when I worked at Valeo.

I personally wish him the very best.

Yours sincerely and respectfully,



Jean-Christophe BERLOT,  
Portance, Partner.