

**Cecile FARRIAUX**

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French



# Education

## HEC PARIS – ECOLE POLYTECHNIQUE, PARIS, FRANCE September 2017 - May 2020

*MSc X-HEC Entrepreneurs, Master in Management Grande Ecole*

GPA: 3.85, GMAT: 740

Course: Startup Finance, Strategic Analysis, Financial Analysis, Excel Modeling

## COLUMBIA – SCIENCES PO PARIS, NEW-YORK, USA / REIMS, FRANCE September 2015 - May 2017

*Dual Bachelor of Arts in* *Financial Economics*

GPA: 3.98, Summa Cum Laude, GS Honor Society, Prof. Ilse S. Mintz scholarship

Course: Entrepreneurship, Strategy, Marketing, Corporate Finance, Financial Markets, Econometrics

## UNIVERSITY OF REIMS CHAMPAGNE-ARDENNES, REIMS, FRANCE September - May 2015

One-year Physics and Chemistry bachelors, completed while at Science Po

# Professional experience

**FUJITSU TECHNOLOGY SOLUTIONS, PARIS, FRANCE** February - August 2019

**Strategy Officer for the CEO**

* Launched and led cross-functional projects: pilot of a 12-person internal consulting team for strategic sales, launch of a 6-month internal transformation project with external consultants
* Supported management committee in strategic meetings, project management and reporting
* Consolidated 15 prioritized objectives for the year and created a balanced scorecard to drive activities
* Coordinated communication, government relations and events with Japan headquarters

**C4 VENTURES, LONDON, UNITED KINGDOM** September 2018 - January 2019

**Venture Capital Investment** **Analyst**

* Sourced and evaluated opportunities by participating in events and meeting with entrepreneurs.
* Market analysis, business model, KPIs, competition and business plan in a due diligence context.
* Market research in 3 sectors: smart hardware, future of commerce, digital media.

## N26 GROUP, BERLIN, GERMANY June - August 2018

**Product Management** **Intern**

* Supported the COO in a cross-cutting initiative for the customer experience.
* Developed processes to prioritize customer issues, created business cases for the first 30 problems and carried out analyses to inform solutions.
* Directed user testing and collaborated with product owners to determine the feasibility of solutions.

**TRAINING ORCHESTRA, NEW-YORK, USA / PARIS, FRANCE** July 2016 - May 2018

Training Management Software expanding to the US

**Business Development and Marketing Associate,** part-time

* Adapted marketing strategy to the US market: content, social, SEO, email.
* Analyzed market trends to deliver presentations to potential partners and customers alongside the CEO.
* Qualified 250 leads including CEOs and training directors at 6 HR/edtech tradeshows in the USA.
* Structured marketing, business development and sales operations between France and USA teams.

**INFRONT ANALYTICS, PARIS, FRANCE** June - July 2015

Financial Analysis Platform

**Product Development Intern**

Created a framework to analyze financial industry companies, which was integrated in the product.

# Languages and Technology

Languages: French (Native), English (Fluent), Spanish (Fluent), Japanese (Intermediate), German (Beginner)

Technology: Python, R, Google Analytics, JIRA/Confluence, HTML/CSS: Basic - PowerPoint, Excel: Advanced

# Additional Information

* **Start’HEC, Communications Manager:** Promoted Entrepreneurship Events on the HEC Campus
* **Sciences Po International Association, Co-Founder and Co-President**: Supervised a team of 11 students to organize festivals, language exchanges and newsletters
* **Sciences Po Rotaract, Head of Events:** Managed 3 fundraisers for the association Shelterbox, launched cultural exchange program
* **Interests:** Applied Arts and Architecture (5-year program at the Louvre, personal creations), guitar (self-taught), hiking (10+ Hikes in the United States, Canadian rockies and Latin America including peaks of 5200m and 6000m)