



Garantme en partenariat avec Axa



## Fiche de candidature locative



Bonjour,

Etudiant de HEC Paris, je suis a la recherche d'une location. J'espere avoir l'occasion de vous rencontrer, n'hésitez pas a me contacter. Vous trouverez dans ce document mon certificat de scolarite, une preuve de revenue ainsi que mes papiers d'identite

Joseph Ndungu

Mon email: user1@gmail.com

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# Jonathan Parisot

Founder at Mouseless: Recevez 2 astuces Excel chaque semaine

parisot.jonathan@gmail.com

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## Experience

### **Founder at Mouseless**

November 2016 - Present (5 months)

Mouseless is an online Excel training course for young graduates (only in French for now).

### **Managing Director at Africa Internet Group**

May 2015 - October 2016 (1 year 6 months)

Jumia Services is the supply chain management service provider which offers warehousing and logistics services in key markets in Africa and Emerging Asia. Our main clients are e-commerce platforms Jumia, Daraz and Kaymu.

- Leads and manages 200+ employees across the following departments: Logistics, Warehousing, Operational Excellence, Finance, Human Resources.
- Fully responsible of P&L management
- Implementation of KPIs dashboards and daily monitoring of the performance
- Design and Implementation of global best practices
- Key Account Management and high level negotiations with clients (Jumia, Kaymu, etc) and 3PL partners top management
- Cutting edge innovations through own systems improvements and partnerships with young local startups
- Leads key initiatives to make the company the most customer-centric

### **Chief Commercial Officer Jumia Kenya at Rocket Internet SE**

September 2014 - May 2015 (9 months)

> Lead Vendor Management for General Merchandise and Fashion

- Grew sales by 5,600%, assortment and vendor portfolio by ~400%
- Managed a team of 15 vendor managers, Acquisition associates and 1 category manager
- Built proprietary CRM tools and implemented sales force routines: daily / weekly follow-ups
- Lead high level negotiations with top global brands and distributors
- Lead negotiations and project management on Black Friday and Mobile week sales (biggest mobile phones sales ever organized in Africa)
- Lead strategic move from retail model to full marketplace model
- Designed and implemented acquisition and vendor management strategy
- Implemented decision making dashboards
- Overlooked Category Management and weekly commercial plan.

>Lead Vendor Operations team

- Managed a team of 20 people
- Designed all decision making dashboards now used at an Africa wide level
- Designed and implemented structure of the team, processes and policies
- Lead the team to become best in class on the two main KPIs: Stock out and lead time.
- Designed and implemented macro to fasten vendors payment

### **Category Manager & Head of Vendor Manager GM at Jumia Kenya at Rocket Internet GmbH**

January 2014 - September 2014 (9 months)

### **Management Consultant at eleven | strategy & management**

February 2013 - August 2013 (7 months)

Client: one of the main actors of french gaz retail market:

- Updated customers database following a new customer segmentation.

Client: International telecommunications group

- Monthly analysis of devices sales and purchases at the european level. Production of a dashboard to be ready by the board of directors.
- Analysed the link between device purchase act and tariff plan purchase act.
- Analysed at the strategic level the impact of growing sim free devices sales in Europe.
- Created a quantitative model describing the evolution of devices main specifications over time: LTE, Screensize, Operating System. Forecasts until 2018 at the european level

### **Special offers manager, Pricing team at Groupe Casino**

February 2012 - August 2012 (7 months)

- Handled special offers process: chose products, helped 600 retail stores to know how much they should order of each product, priced special offers
- Drove financial performance: created tools to anticipate the impacts of special offers on revenues and margin
- Carried out studies to measure special offers performance : analysed price elasticity (function of product and time), assessed special offers of 2010 and 2011 and made recommendations
- Took on more responsibilities than expected as a lot of change happened within the pricing team

### **Chef de Projet et PMO, Programmes FED Letter et Dodd Frank at Société Générale Corporate and Investment Banking**

July 2011 - January 2012 (7 months)

- Pilotage de deux projets d'automatisation de nouveaux produits financiers des spécifications jusqu'aux tests de passage en production
- Reporting budgétaire et planning ; création d'un outil de suivi horaire des équipes

- Assistant du Program Manager : Aide à la décision et à l'optimisation du portefeuille de projets

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- Etudes et mise en place de plans de financement
- Démarchage client et partenaires
- Définition et mise en place d'une stratégie de communication web (site, blog et réseaux sociaux)
- Développement d'outils d'optimisation informatique

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## Education

### **Le Wagon**

Web development, 2017 - 2017

### **NEOMA Business School**

Master Grande Ecole, Entrepreneurship, 2009 - 2013

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## Skills & Expertise

### **Ruby on Rails**

### **HTML**

### **JavaScript**

### **Jquery**

### **Python**

### **Ruby**

### **Rails**

### **SQL**

### **Git**

### **Github**

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### **Canopy**

### **Panda**

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## 5 people have recommended Jonathan

"Jonathan and I worked together for a little over a year, as he was the Managing Director of Jumia Services Kenya. Jonathan was one of the most structured and organised leaders within our team - he was able to effectively break down problems, analyse the situation through facts and data, and put together action plans and projects to improve operations. He was a pioneer in the group in implementing project management tools, and one of the leaders in the organisation of country PMO. He demonstrated outstanding skills in P&L management, making sure that Kenya always stayed close to the budget, and was able to clearly explain any deviations in a well structured and transparent manner. "

— **Indrek Heinloo**, *Global CEO, Jumia Services*, managed Jonathan at Africa Internet Group

"Ambitious, smart and pragmatic leader. It was a pleasure working with Jonathan while at Jumia. During our time working together he displayed a great ability to focus on priorities, learn quickly and execute tasks effectively consistently achieving fantastic results in a challenging environment."

— **Nick Miller**, *Co Founder & Managing Director, Jumia*, managed Jonathan

"J'ai eu la chance de manager Jonathan pendant 6 mois sur une mission de conseil en stratégie dans un environnement et sur un sujet particulièrement ardu. Jonathan a parfaitement réussi à entrer dans la mission, faisant preuve à la fois d'une grande autonomie et d'esprit d'initiative. Il a été un des éléments déterminant dans la réussite de cette mission et j'espère avoir l'occasion de travailler avec lui prochainement"

— **Axel Droin**, managed Jonathan at eleven | strategy & management

"Il a été particulièrement agréable de travailler avec Jonathan. Il est très enthousiaste vis à vis des tâches qu'on lui confie et fait preuve d'initiative. Son passage au sein de l'équipe a laissé un très bon souvenir."

— **Yann Rousselot-Pailley**, managed Jonathan at Present Profit

"Jonathan a de remarquables capacités en ce qui a trait à l'autonomie, l'analyse et l'esprit de synthèse. Il comprend rapidement les consignes relativement au travail à faire même lorsque celles-ci sont plus complexes. Cela lui permet d'exécuter son travail de manière efficiente sans exiger un niveau élevé de supervision."

— **Christophe Kieken**, managed Jonathan at Present Profit

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